

# Vizient Insurance Services Employee Benefits

## What makes Vizient Insurance Services different?

We are licensed in all 50 states and offer a comprehensive insurance portfolio that can deliver benefits to 98% of Vizient members whether they purchase insurance, self-insure, or use an alternative risk vehicle.

**Dedicated expertise** – Superior product solutions, a dedicated team and market-leading partners

**Unprecedented scale** – Risk pooled from similar health systems, national scale and market leverage

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## \$1.6M

Savings generated by one health system with 5,000 employees using Vizient Insurance Services

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## >\$250M

Savings achieved by members participating in Vizient Insurance Services



To learn more, contact Jamon Herndon at (405) 440-8915 or [jamon.herndon@vizientinc.com](mailto:jamon.herndon@vizientinc.com).

Vizient® offers members a comprehensive portfolio of insurance services, including employee benefits, pharmacy benefit manager consulting, property and casualty and managed care and payer contracting.

These offerings allow us to leverage our experience and knowledge of the health industry to develop a strategic approach for our members.

Vizient Insurance Services, LLC, a subsidiary of Vizient, Inc., is dedicated to delivering operating margin improvement by providing solutions that to pool our aggregated purchasing power leading to immediate savings.

We can negotiate low, stable rates to mitigate financial risk for your health system. Members can receive 5-25% in savings based on the insurance product.

## Comprehensive portfolio of insurance services

### Employee benefits

- Life and disability
- Medical stop loss
- Dental
- Vision
- Voluntary products (cancer, accident, etc.)
- Contracted consulting relationships
- Gallagher Insurance Point
- Lockton Dunning Benefit

### Pharmacy benefit management consulting

- Pharmacy benefit management (PBM) contract analysis and re-negotiation
- Rebate maximization programs
- Specialty Rx savings strategies
- Strategic RFP process
- Claim audits and asset recovery

## Today's trends in employee benefit solutions

1. **Recruitment** – employers must keep their benefit programs competitive and cost effective
2. **Catastrophic claims** – in excess of \$1 million continue to increase in frequency and severity
3. **Cost shift** – more benefits are becoming voluntary or premium shifting will continue
4. **Pharmacy spend** – medications are approaching 40-50% of the employer sponsored medical plan
5. **Workforce management** – Staffing, absence and leave management in the time of a pandemic