



Client Success Stories

Challenge: 650 Life Client. Superintendent contacted MBP, Inc. shortly after he started because claim turn-around time was 26 days and he was concerned about the financial stability of a health care purchasing co-op which his new school had participated in for over 20 years.

Objective: Determine financial condition of the health care purchasing co-op.
Find more cost competitive health care.
Offer employees more choice.

Strategies After completing our evaluation MBP, Inc. discovered that:

- 1) The financial reserves of the co-op had deteriorated from close to \$4 million to less than \$225,000 in just three years.
- 2) The claims information provided by the former consultant had been inflated by 10-12% to make the district look uncompetitive in the reinsurance market on a stand-alone basis.

Result: MBP, Inc. advised the district to resign from the co-op. M&B obtained competitive reinsurance and offered employees a choice of three different plans. MBP, Inc. carefully evaluated PPO networks to ensure that employees would be happy with the choice of hospitals and doctors. Employees were thrilled with all of the choices.

The district avoided a 30% rate increase and pulled out of a financially unstable co-op. Claims turnaround returned to the normal 10-14-day turnaround. In addition, employees were able to use web-links to look at claims data or order I.D. cards.