

Health Care Industry Expertise Yields \$181,000 Premium Savings Plus Coverage Enhancements

Client Profile

Annual Revenue:	\$50,000,000
Number of Employees:	300
Entity Structure:	Corporation
Industry:	Health Care
Ownership Structure:	Privately Held
Geographical Footprint:	Multiple locations statewide and regional expansion

Problem

The client, a large physicians' practice, had experienced significant growth through acquisitions the past five years, including expansion into additional states. They outgrew the level of service and geographic territory their current malpractice insurance provider could properly cover. The client needed a sophisticated insurance program with higher limits, more flexible coverage structures, and portability of coverage into contiguous states. Additionally, they required an insurance carrier with expertise of the legal climate in the states in which they practiced.

Solution

After a series of meetings with the physicians' board, we demonstrated our health care expertise, by providing them with a comprehensive coverage audit. The review outlined recommended coverage improvements and various carrier alternatives in the market. We also obtained carrier approval of their medical malpractice attorney, allowing them to retain their preferred defense counsel.

Outcome

The client immediately realized \$181,000 in premium savings, 31 percent of the organizations previous cost. They improved coverage and partnered with an insurance carrier with legal expertise in every state in which the physician group practices.

Reduce Expenses. Increase Cash Flow. Minimize Risk.

CBIZ Insurance Services, Inc. provides a holistic approach to managing your organization's risk. As a top 20 U.S. business broker, we offer coverages from the best carriers in the industry, which means better options, value and price for clients. Additionally, we identify risk, analyze costs and develop the most effective strategies for transferring, mitigating and managing risk. Clients receive the resources of a national broker and the personal attention of a local office.

For more information about risk management in the health care industry please contact:



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