



## Case Study: Copper State Bolt and Nut Co.

Decreased health spending by  
**\$1.03M**

Reduced health spending  
**38%**  
by the second year

**\$1.4M**  
claims surplus as of 12/31/19

### CHALLENGE:

- Self funded bundled platform with Cigna
- Continued to face year-over-year increases to costs, facing 24% increase for 1/1/18 renewal
- No clear understanding of plan setup, paid contract
- No plan oversight to ensure payment integrity, which led to hidden fees and incorrect stop loss reimbursements

### SOLUTION:

- On 9/12/17, Winceline took over as Broker of Record
- On 1/1/2018, moved to incurred contract
- Reallocated all hidden fees that had been run through claims for visibility
- Client was reimbursed for claim payments that were paid incorrectly
- On 1/1/2019, moved to full replacement RBP

### RESULT:

- By eliminating the waste and greed out of the Cigna plan, CSBN saved 30% (2018 Plan Year)
- 2019 - moved to full replacement RBP
- Increased quality of healthcare for members
- Reduced employee payroll deductions
- Incorporated Member Champion
- CSBN's costs reduced an additional 30%

### Client Profile



Copper State Bolt & Nut Co. has been manufacturing and distributing fasteners, construction products, industrial supplies and specialty manufactured products since 1972.



#### Location

Headquartered in Phoenix, AZ with more than 30 locations nationwide.



#### Industry

Manufacturing and distribution



#### Size

Employees: 540  
Employees on health plan: 366



#### Funding Type

Self-Funded with full replacement Reference Based Pricing



#### Annual Healthcare Spending

Per Employee Deductible:  
\$4,000 HSA / \$1,000 Copay

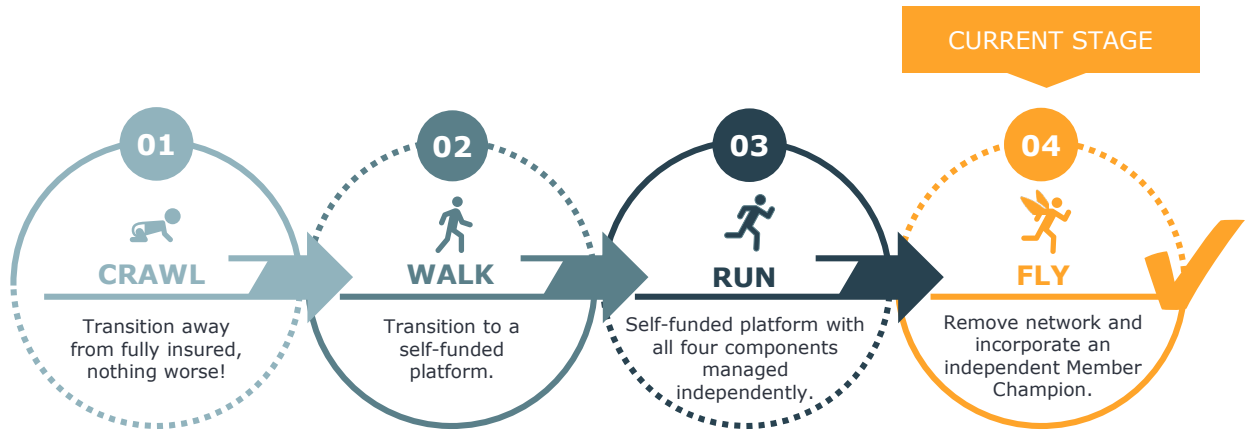
2019 Fixed Costs: \$508,619

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*What I like about Winceline is their commitment to end the dirty data, provide complete transparency, and the belief they can transform healthcare.*

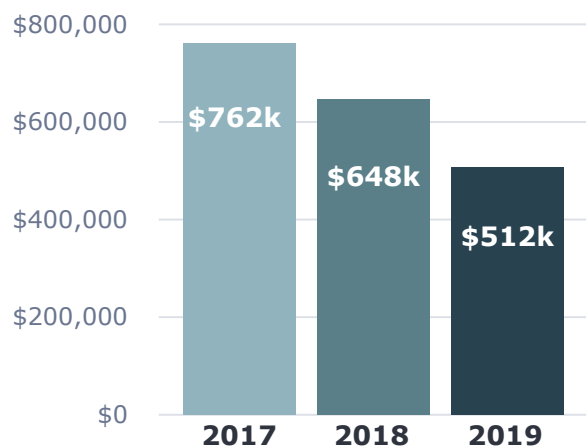
*~Sarah Shannon, President*

## ~~Renewal Plan~~ Healthcare Strategy



The above healthcare strategy incorporates crawling to flying over time that results in up to a 50% cost decrease while increasing member experience for employees and their families. While we recommend a gradual transition through the stages, Winceline will support your company’s specific goals and needs.

**Total Fixed Costs:** Fixed Costs before and after engaging with Winceline.



**Total Healthcare Spend:** Total healthcare spend before and after engaging with Winceline.

