



## THE BRANDEL GROUP

*A Boutique Risk Management Firm*

### Hospital Saves \$144,000 in Commercial Insurance Premiums in 2 Years!

The Brandel Group recently completed a commercial and workers compensation insurance program review for a highly experienced administrative team.

The Hospital had been with the regional broker for many years and believed they had a transparent, positive relationship with the broker. The Administrators of the Hospital had no concerns with the services or costs, however they felt it was good corporate governance to review their program and the services of their incumbent broker.

The Brandel Group conducted a thorough review of their program and it was determined that the best course of action was to conduct a statement of capabilities process to determine options to improve coverages and services while placing their incumbent relationship under competitive tension. Through our process, the incumbent broker brought forward opportunities to significantly improve coverages, reduce premiums, lower deductibles, eliminate finance fees totaling more than \$7000 and increase transparency in both the broker and insurer relationships. The client happily chose to remain with their incumbent under these new conditions.

#### CASE DETAILS

**BACKGROUND:** 59- bed healthcare facility that includes a 25-bed Critical Access hospital, a 34-bed Long Term Care Facility, Health Clinics, and a Home Health Agency.

**NEEDS:** Required a review of property, casualty and workers compensation insurance. Annual premium spend \$525,000

**SOLUTIONS:** The incumbent broker improved coverages, lowered deductibles, reduced premium spend and eliminated financing fees.

**SAVINGS:** Year 1 \$63,000 or 12%  
Year 2 \$81,000 or 15%

**TWO YEAR TOTAL SAVINGS \$144,000**

The Brandel Group (TBG) is a consulting firm that specializes in analyzing the efficiency and cost effectiveness of commercial insurance programs and improving coverages, costs and services levels. TBG is *totally independent of all brokers and insurers* and our advice is always independent, impartial and unbiased. We are *not brokers* and there is *no requirement to change your incumbent broker or insurers* to benefit from our services.

Barbara Brandel, Managing Director  
bbrandel@thebrandelgroup.net  
T: 573.230.3085