



SELF-FUNDING FOR SMALLER EMPLOYERS

And we're just getting warmed up

Smaller employers are discovering that a self-funded health plan can be a smart long-term strategy. Nexus Benefit Professionals, LLC (NBP) has successfully implemented self-funded products that have helped companies with fewer than 250 employees achieve immediate and sustainable savings.

Not all self-funded plans are the same

Companies with fewer than 250 employees looking for control, insight and savings in a self-funding solution should look to a company with a proven history of offering specialized solutions for smaller companies. They shouldn't have to settle for repackaged, big-company products – or have to rely on companies with little experience. But don't just take our word for it. Compare our *Prefer Plus* self-funding plans with those offered by other companies.

Questions to consider:

ADMINISTRATION AND STOP LOSS	OTHER COMPANIES	PREFER PLUS
Do they offer run-out stop-loss protection for up to 15 months?		yes
Is the claim administration system directly integrated with the stop-loss policy company to avoid "gaps" in stop-loss coverage?		yes
Do they require limits on aggregate liability, leaving the difference the responsibility of the client?		no
Are the client's health plan reports useful and available to both the client and broker 24/7?		yes
Do they offer the ability to migrate across funding products over time without major disruption?		yes
Do they have clients who have celebrated their 10th, even 15th, anniversary in their self-funded health plan?		yes
RATES AND FEES	OTHER COMPANIES	PREFER PLUS
Do they require lasers?		no
Are first year rates immature, which likely means a large renewal increase?		no
Are factors such as credibility, manual rate and pooled stop loss used in the renewal process?		yes
Do they charge additional fees – such as setup fees, case management fees, open enrollment meeting attendance fees, renewal benefit change fees?		no
Is the portion of "fixed" costs to "claims" cost balanced so employers have a realistic chance to save money when claims are less than predicted?		yes
Do they offer choice in surplus share options?		yes

Multiple advantages – single solution

Nexus offers self-funding solutions which are supported by a collaborative team that works to create a long-term partnership with each and every client.

SAVINGS	Typical savings range from 15% up to 50% and we are able to offer more and better benefits!
STABILITY	A Rating with \$1.25 Billion in Assets.
TAILORED	Nexus offers self-funding solutions that can be combined with a wide variety of medical plan designs. We provide discounts on added benefits, such as dental or other ancillary benefits.
HEALTH IMPROVEMENT	Our plan offers all smaller clients a dedicated health improvement strategist at no additional charge to help get employees to take the right actions to reduce their health risks, stay healthy and avoid future disease. Ultimately resulting in long-term savings for employees and the employer.
SERVICE	Teams of customer service representatives are dedicated to a specific number of clients to avoid talking to a new person every-time employees call. 24/7 access online and even individual health coaches.

Two self-funding options

LEVEL FUNDING

Level Funding provides the financial predictability of a fixed monthly payment. At the end of the plan year, if claims are lower than predicted, clients receive a credit that offsets future health plan costs. If claims run higher than expected, no additional dollars are owed.

GRADED FUNDING

Graded Funding only requires payment for actual claims. Clients pay as they go and if claims are lower than expected, clients will enjoy immediate savings. If claims run higher than expected, clients will have a preset maximum that offers financial protection.

Nexus Benefit Professionals, LLC is committed to understanding and meeting the needs of our clients and their employees. To learn more about how our self-funded health plans have been a smart long-term strategy for more and more small to mid-sized companies, visit us on the web at www.nexusbenefit.com



Nexus Benefit Professionals, LLC is a benefits consulting firm and third party administration company for numerous employee welfare benefit plans. Custom plan designs and benefit solutions are created by a group of actuaries, underwriters, CPAs, attorneys, financial advisors, and other professionals that aim to provide the best employee benefits in the most strategic and cost-effective way. Our goal is to provide both more and better benefits at a lower cost.