



WellNet<sup>+</sup>  
HEALTHCARE

DIGITAL ROUNDTABLE:  
PEOPLE, PROFIT &  
CASH PRESERVATION

Tuesday,  
March 29  
@ 1pm ET

# People, Profit & Cash Preservation

Meet the Knowledge Partners driving the next generation of  
healthcare optimization for the auto industry.



**Keith Lemer**  
CEO



**Kyle Balsis**  
Director of Human  
Resources



**Veronica Ferrari**  
Vice President,  
Benefits  
Consultant



**Ethan Merk**  
Auto Practice  
Leader



**Jeramie Holt**  
SVP Employee  
Benefits Auto





**Carter Myers  
Automotive**  
MOVINGLIVESFORWARD →



Our health plan running so well and saving more than we anticipated- this is the **2<sup>nd</sup> year in a row** that we are giving all team members a

**3-month premium contribution holiday**



**Liza Borches,**

CEO of Carter Meyers Automotive, 3rd year with **WellNet** and

COX AUTOMOTIVE Woman of the Year Award Recipient



Location:  
Charlottesville, VA



Number of  
Employees:  
550 Employees



Years with  
WellNet:  
3

“

I wasn't comfortable with the painstaking mediocrity of the traditional annual renewal process.”



**Chris Ourisman,**  
CEO, Ourisman Auto Group.  
6th year with **WellNet**

Saved **\$2M** and  
kept their premium  
contributions flat for 4 years



Location:  
DC Metro



Number of  
Employees:  
300 Employees



Years with  
WellNet:  
6





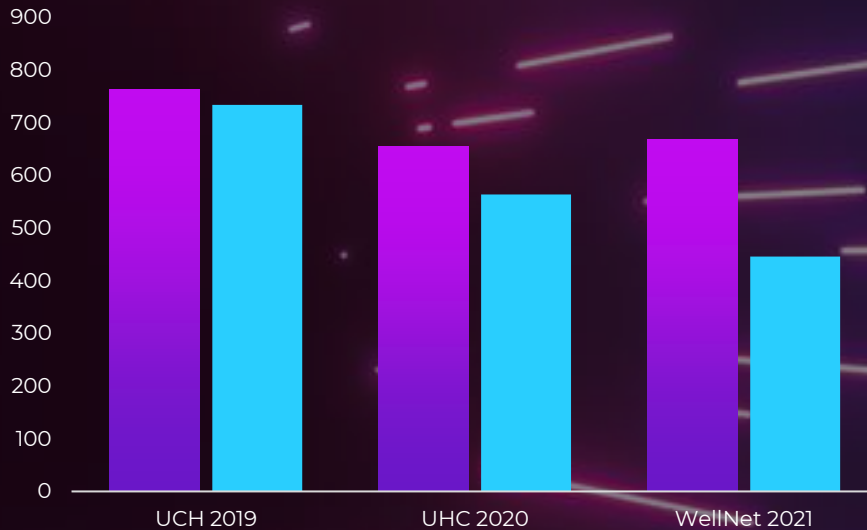
Location:  
Springfield, MA



Number of  
Employees:  
450 employees



Years with  
WellNet:  
1



Year over  
Year  
Savings:  
**\$931,000**

**\$116**  
PEPM

**\$1,392**  
PEPY

Average Enrolled	763	655	669
PEPM	\$734	\$564	\$448



Cut rates 5% and have

**\$700,000**

in savings from this past year alone



Location:  
Northern  
Virginia



Number of  
Employees:  
700 Employees



Years with  
WellNet:  
7



32 Medicare Eligible

@\$10,000

Savings of

\$320,000



Location:  
South Florida



Number of  
Employees:  
1,100 Employees



Years with  
WellNet:  
1



## Program: Prescription Assistance

– Enbrel	<b>\$5,783/Mo.</b>	Annual Savings	<b>\$ 31,228</b>
– Taltz	<b>\$11,579/Mo.</b>	Annual Savings	<b>\$ 62,527</b>
– Skyrizi	<b>\$16,436/Mo.</b>	Annual Savings	<b>\$ 88,759</b>
– Tremfya	<b>\$11,342/Mo.</b>	Annual Savings	<b>\$ 61,247</b>

**Prescription Assistance Annual Savings:**

**\$ 243,761**



Location:  
Tulsa, OK



Number of  
Employees:  
600 Employees



Years with  
WellNet:  
3





**John Darvish**  
CEO, DARCARS.  
4th year with **WellNet**

“

I've saved over

**\$5M**

with WellNet”



**Location:**  
Connecticut, New  
Jersey, Virginia,  
Maryland & Florida



**Number of  
Employees:**  
700 Employees



**Years with  
WellNet:**  
4

**Close the gap in 2022.**  
Let's look under the hood.

Reserve a complimentary Toolkit Analysis  
**(\$5K Value)** by the end of the Month -  
exclusively for today's participants.