



First Annual Self-Insured Survey

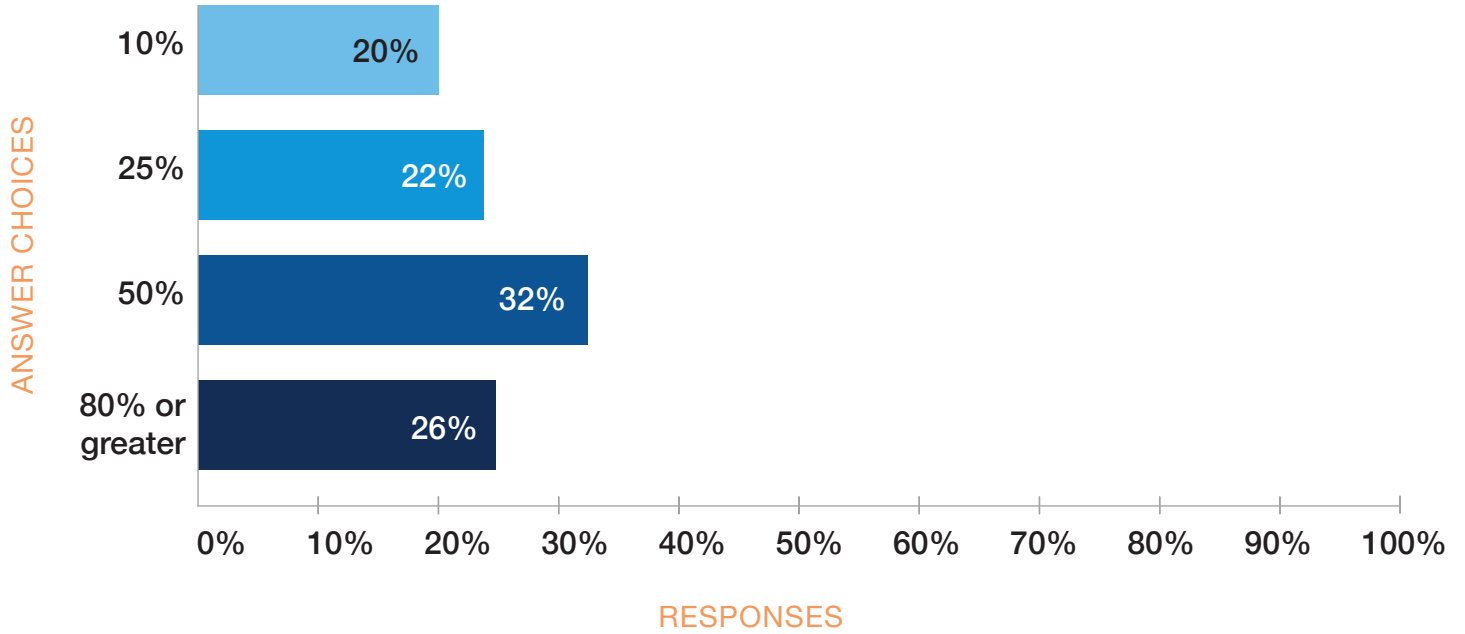


Enclosed are the results to our 1st Annual Self-Insurance Survey brought to you by WellNet Healthcare and The Daily Insurance Report. The data represents a broad section of 275 brokers and consultants from across the nation with experience in both the fully insured and self-funded marketplace. Within these results, there are a great deal of opportunities to enhance the health care delivery model for your customers, prospects, members and their families.

We hope you enjoy.

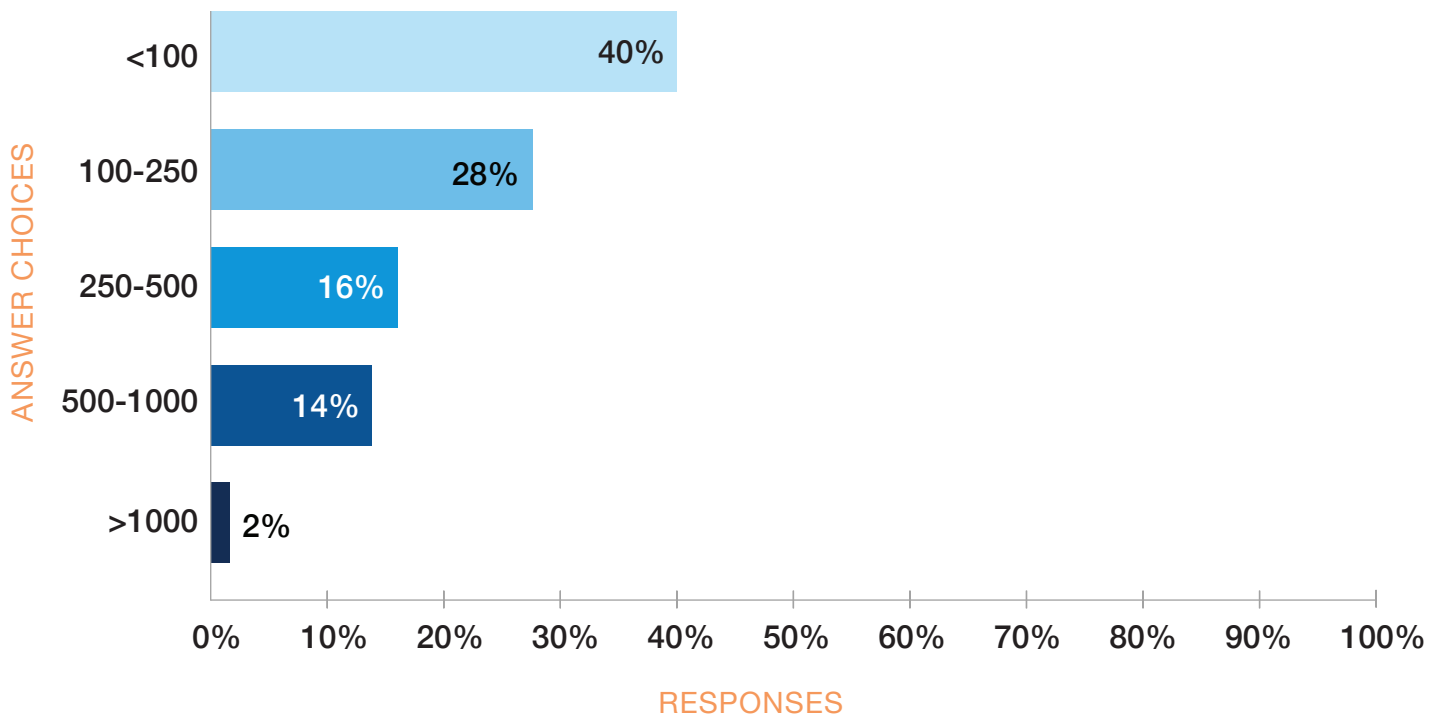
QUESTION 1

What percent of your clients are asking about a self-funded strategy?



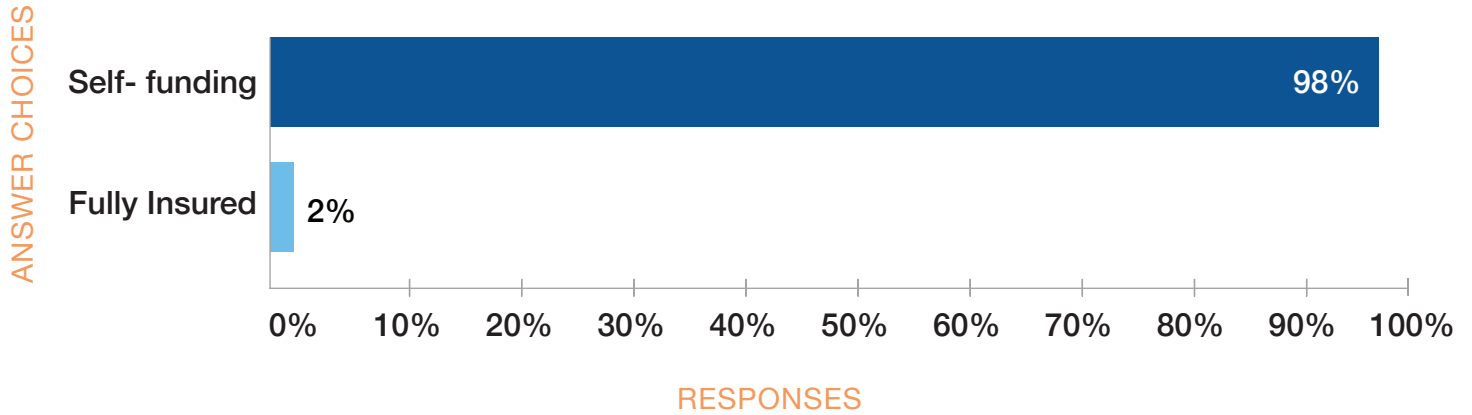
QUESTION 2

What is your average client size?



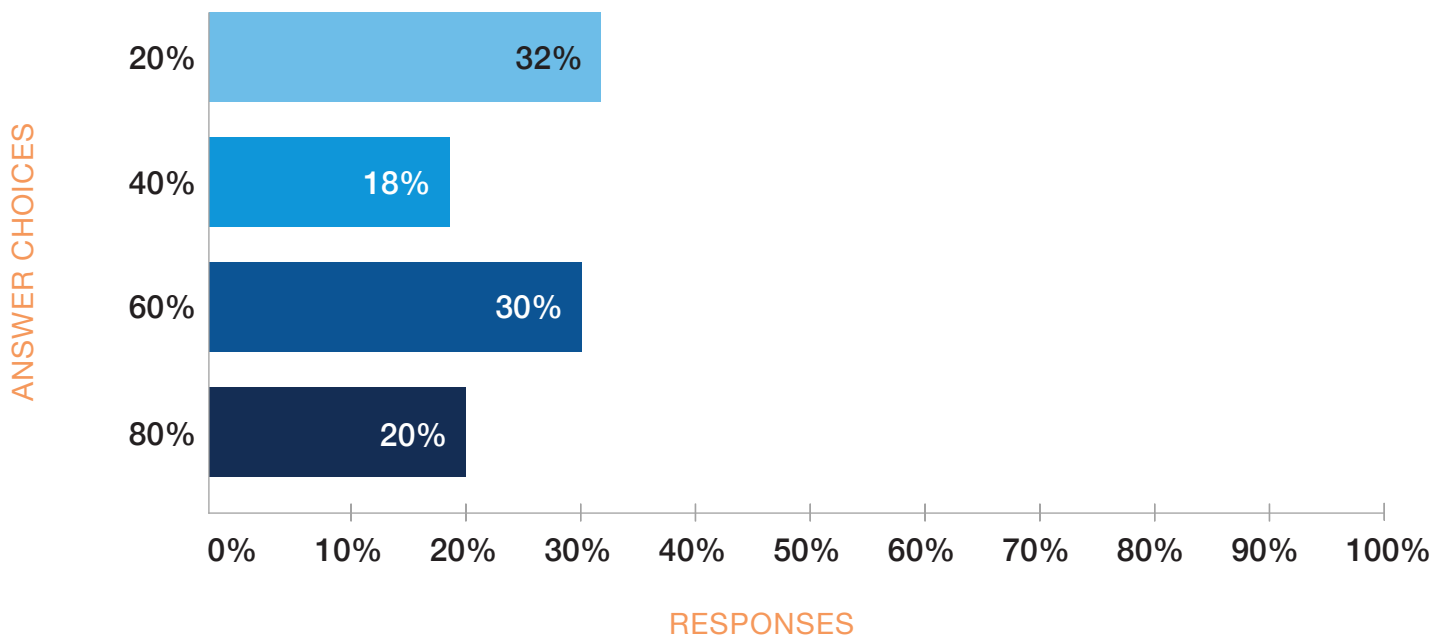
QUESTION 3

What method of funding do you believe is in the best interest of your customers' long-term strategy?



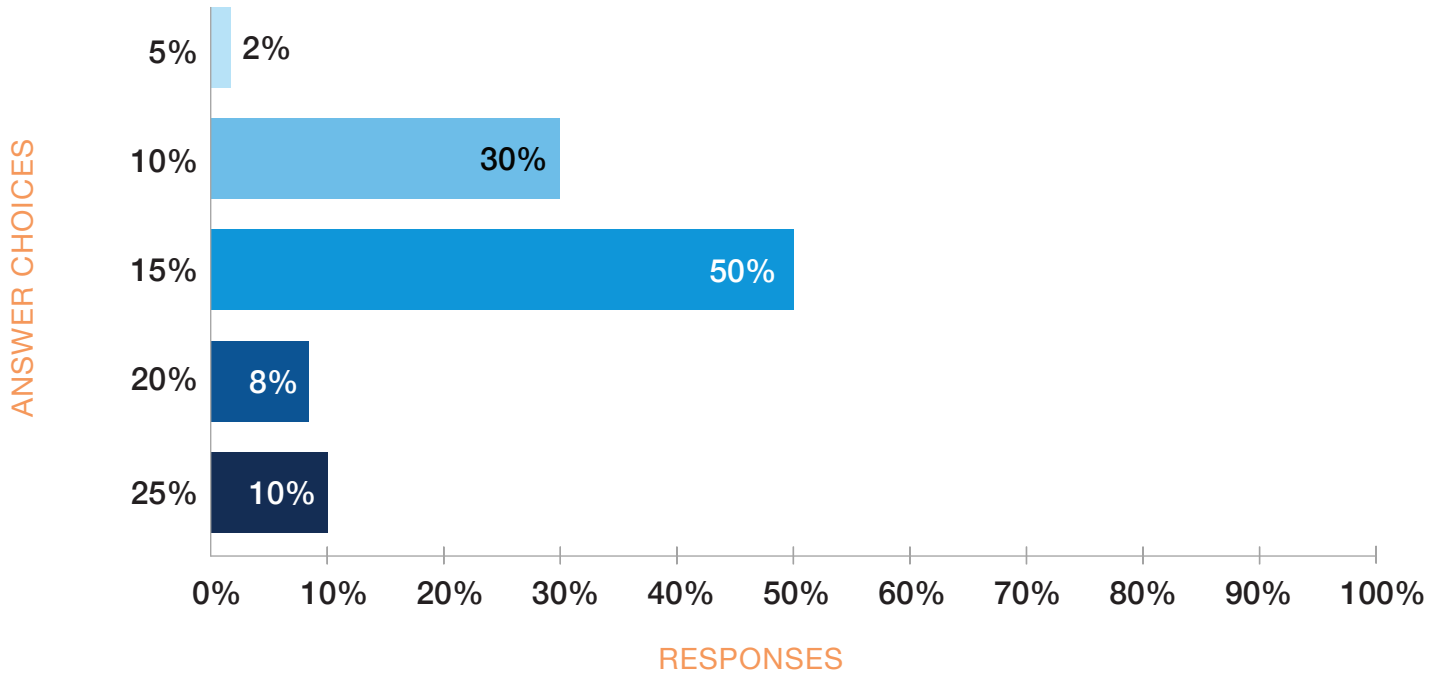
QUESTION 4

What percentage of your business is fully insured (versus self-funded)?



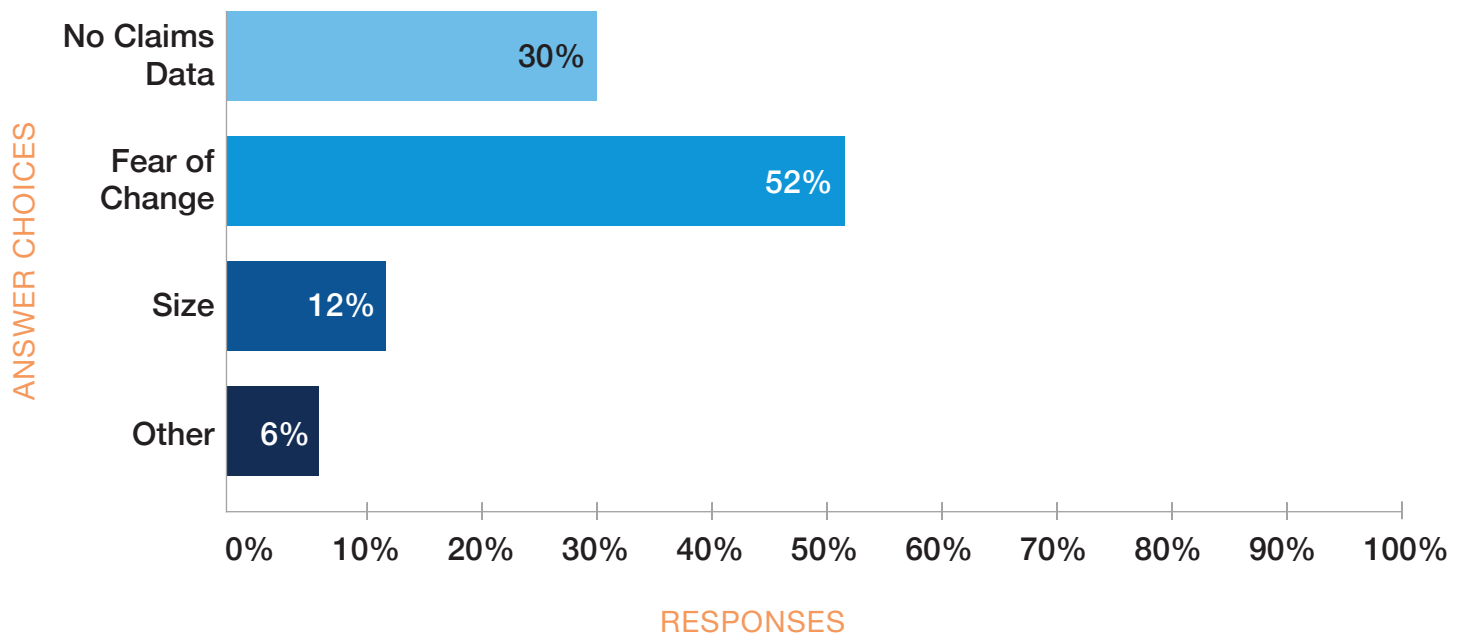
QUESTION 5

How much potential savings do your clients typically need to see (versus their fully-insured premiums) before they'll consider a change to self-funding?



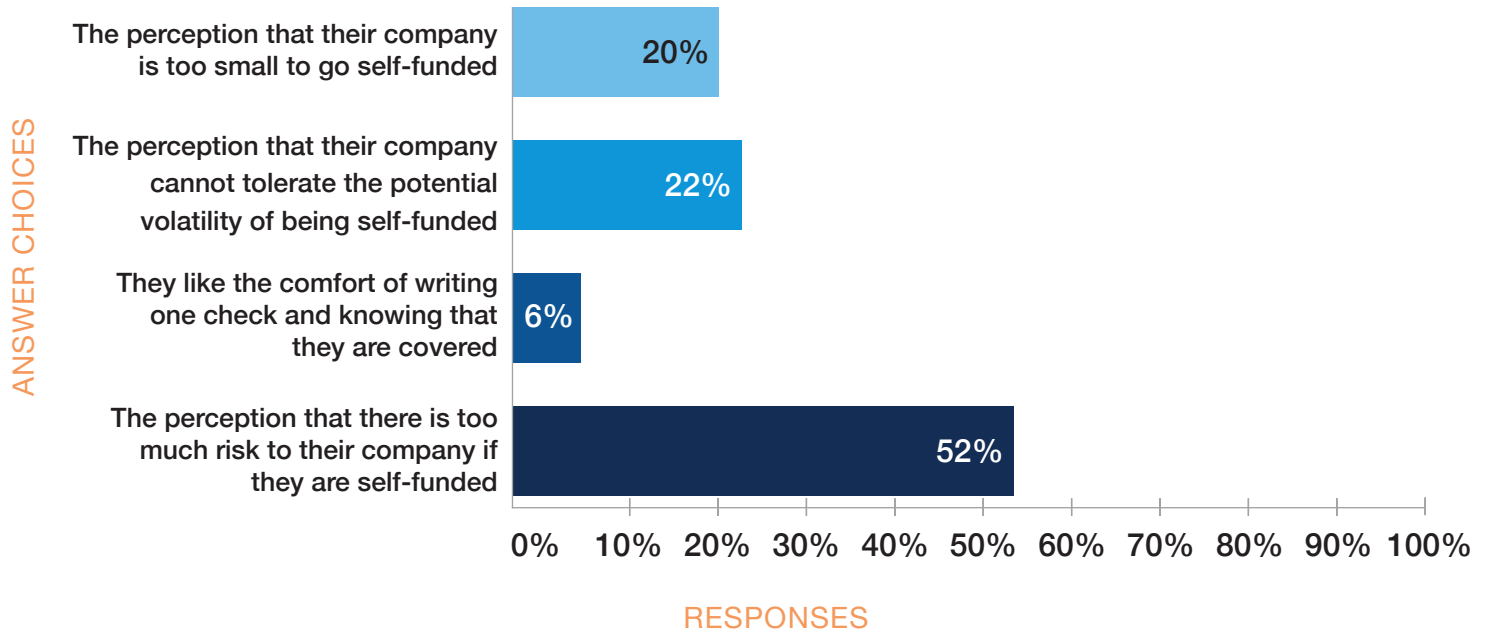
QUESTION 6

What's your biggest challenge in moving a client away from fully insured?



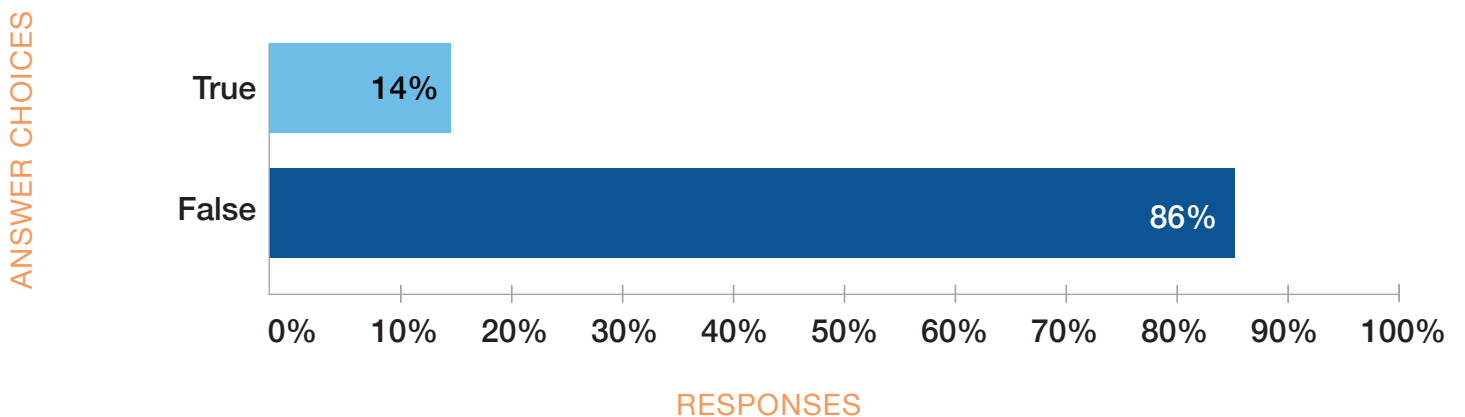
QUESTION 7

If your clients are fully insured today, why do they choose to remain that way?



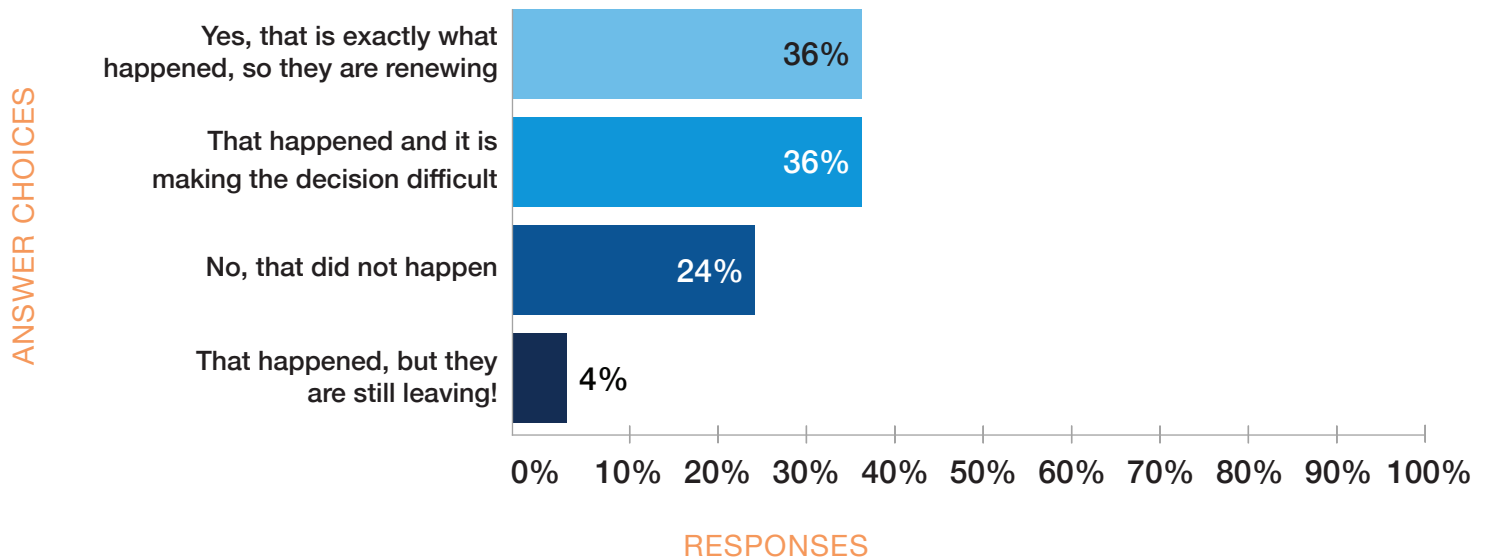
QUESTION 8

I believe working with the BUCAH's (Blues, United, Cigna, Aetna, Humana, etc.) is best for my clients because of the name recognition, safety, and security of working with a large national insurance carrier.



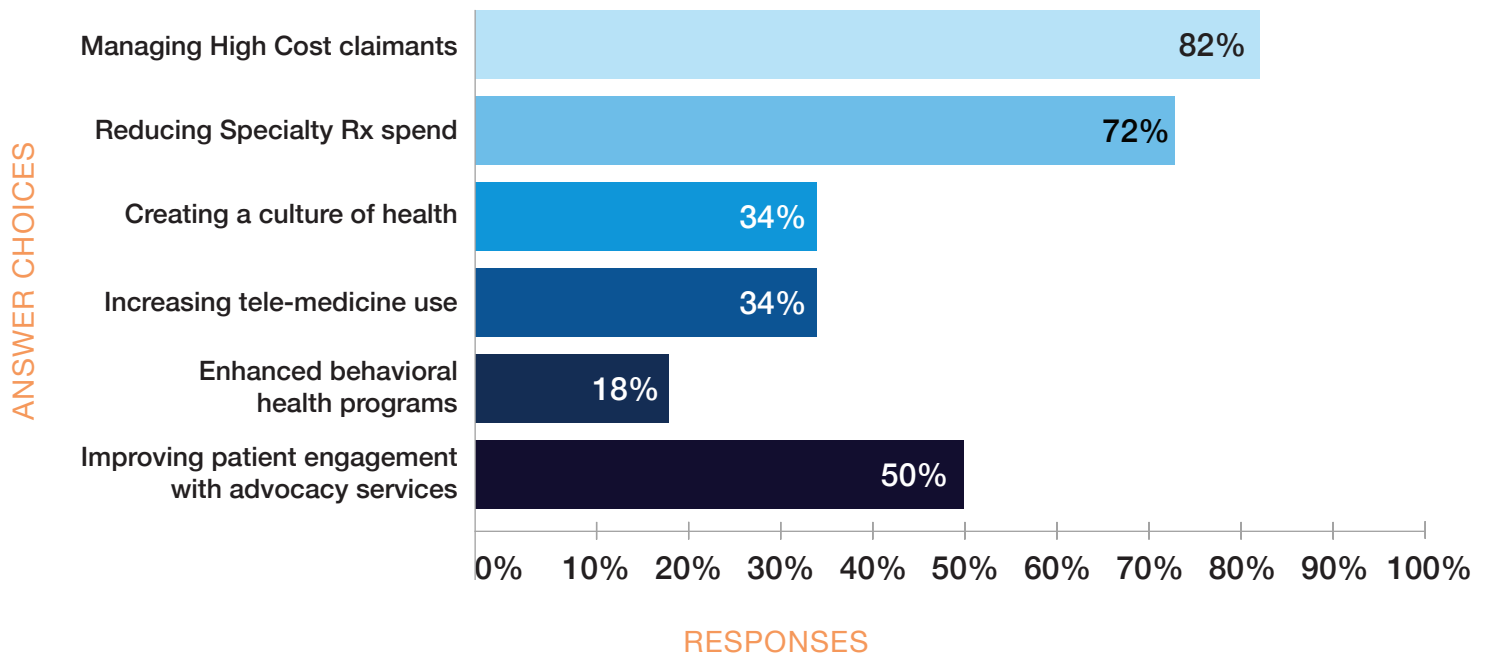
QUESTION 9

Our clients have told us they would like to go self-funded with an independent, non-insurance carrier administrator, but we just received an offer that was too good to pass up from the fully insured market!



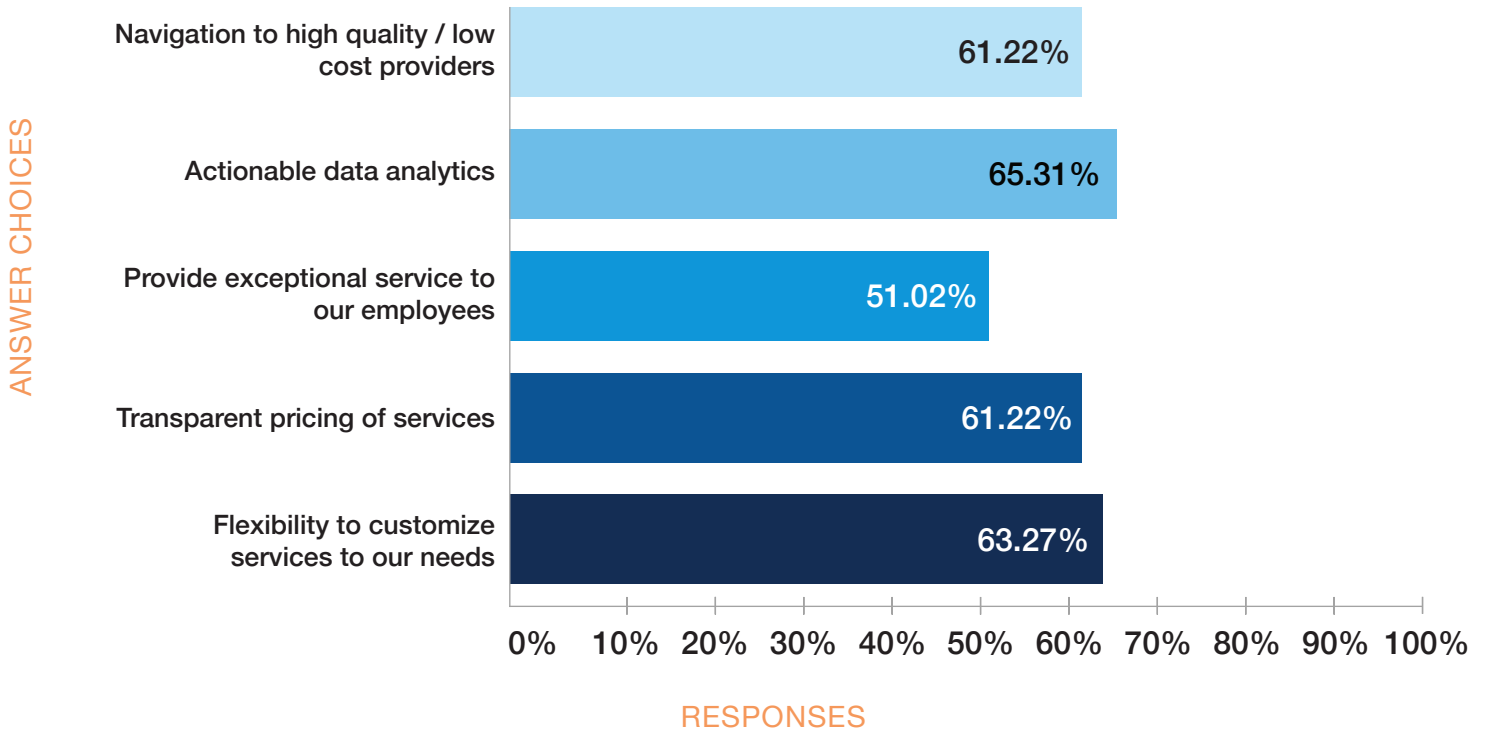
QUESTION 10

What strategic health care priorities do your clients have over the next 5 years (please choose 3)?



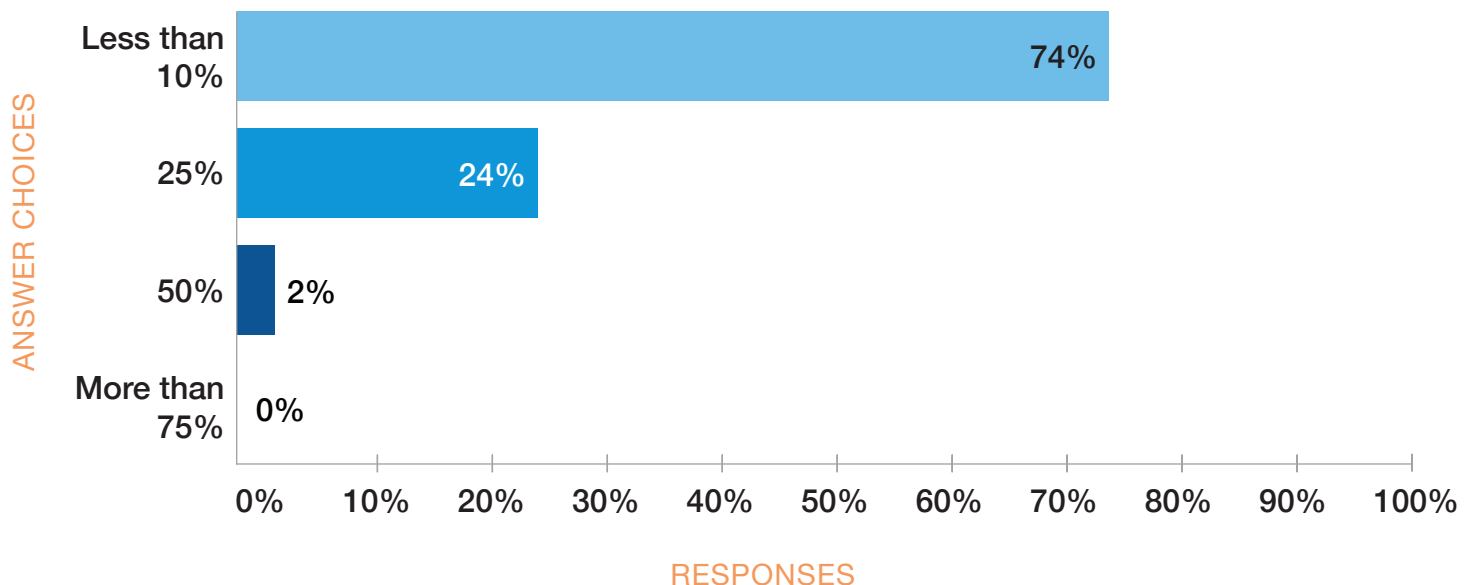
QUESTION 11

What capabilities / option(s) are minimum requirements for your health plan administrator / TPA (please choose 3)?



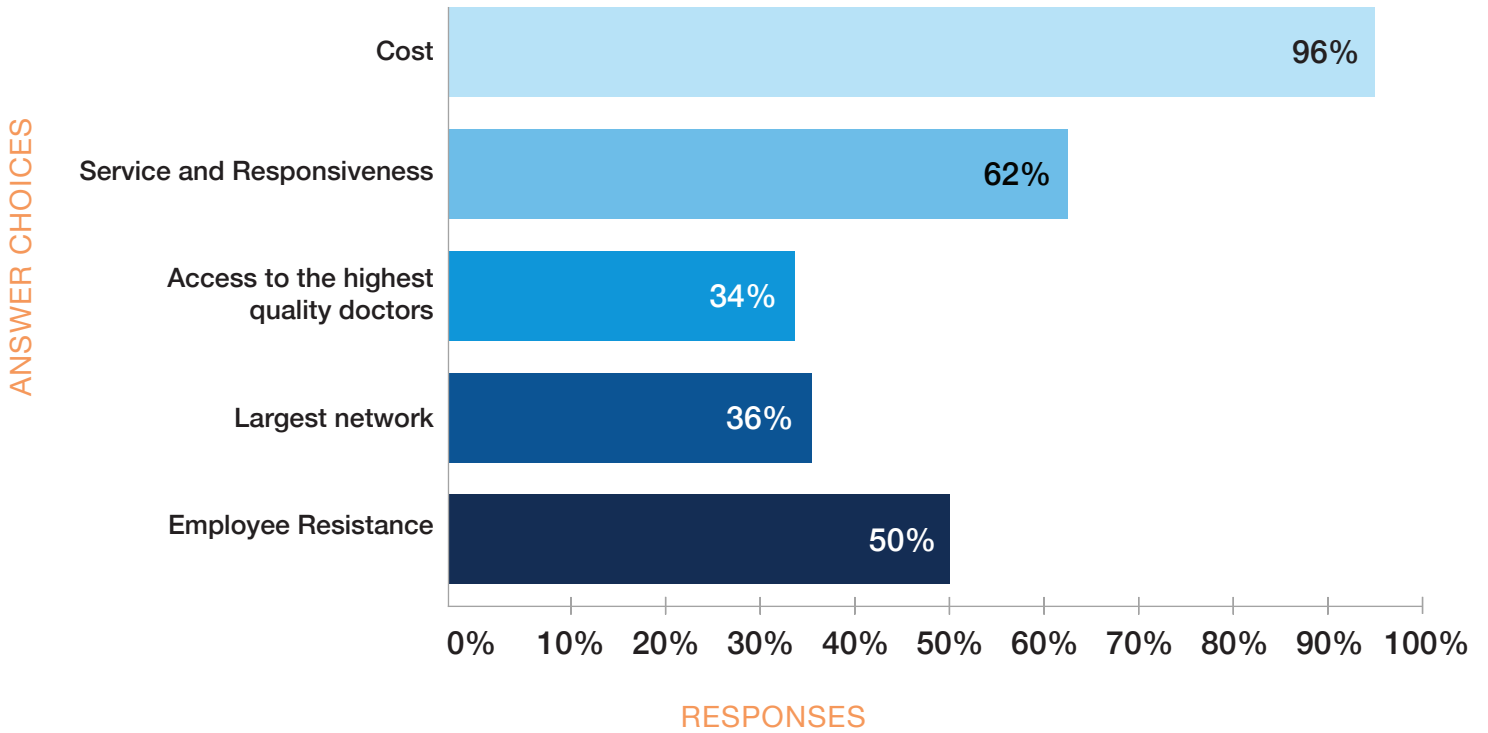
QUESTION 12

What percent of your book of business had you in a competitive situation this past year where the client was shopping for a new broker?



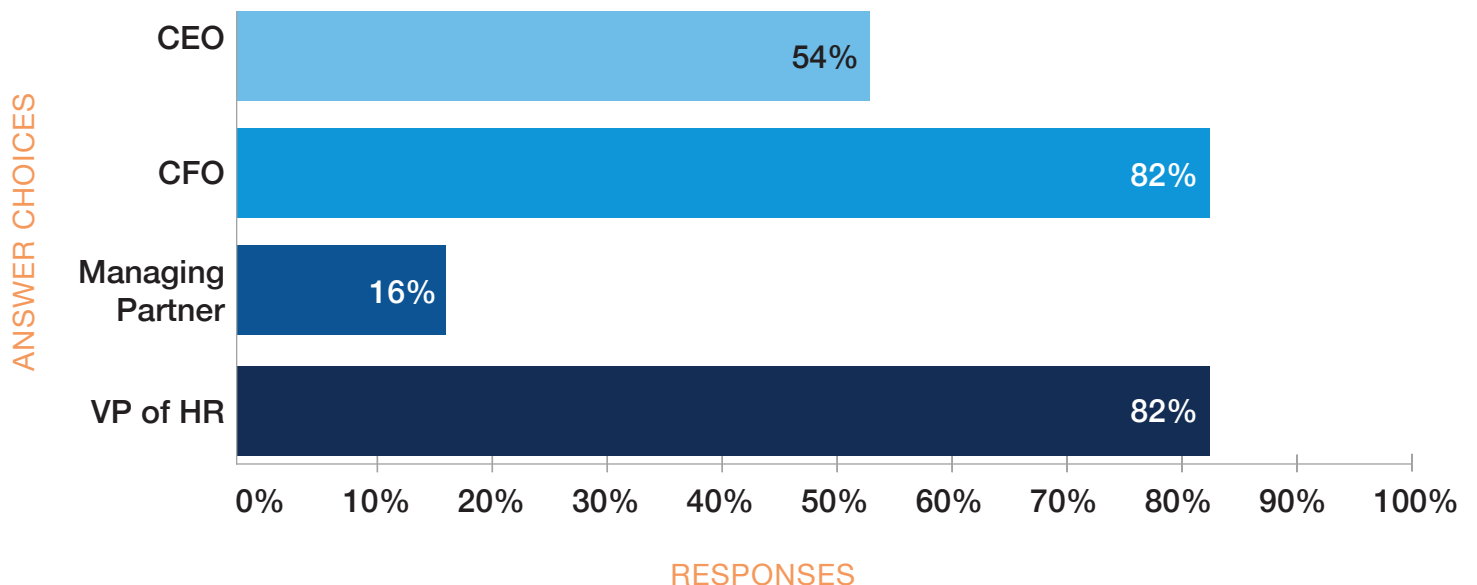
QUESTION 13

Top concerns for C-Suite customers when making a decision for their group health plan (please choose 3)



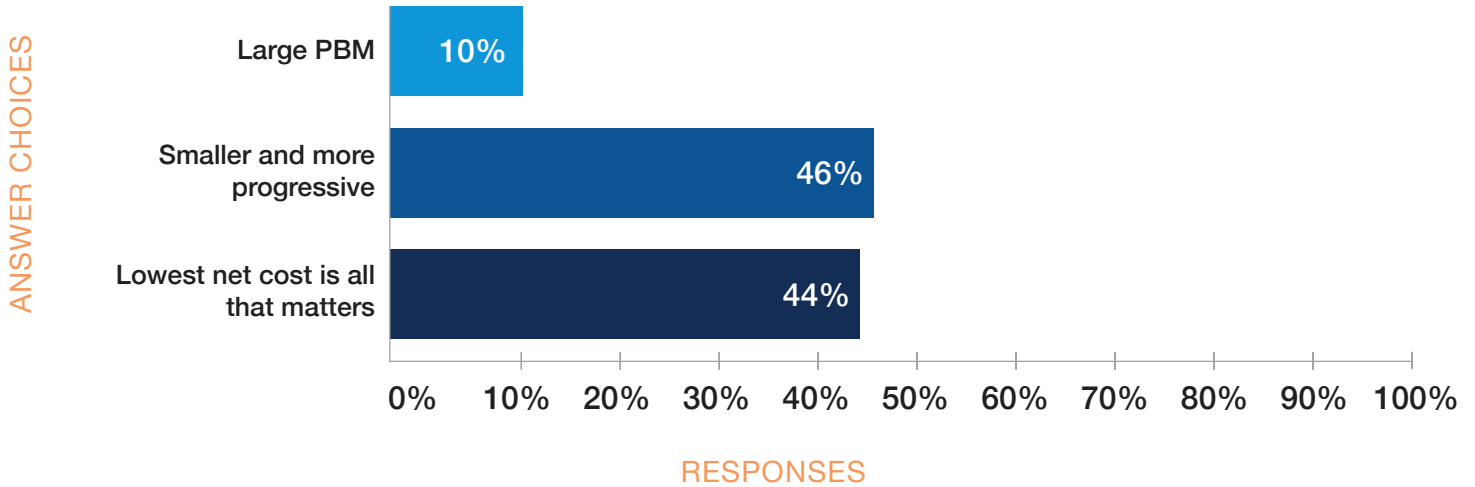
QUESTION 14

What C-suite executive audience do you typically meet with when presenting group health insurance options to your clients and prospects? (please check all that apply)



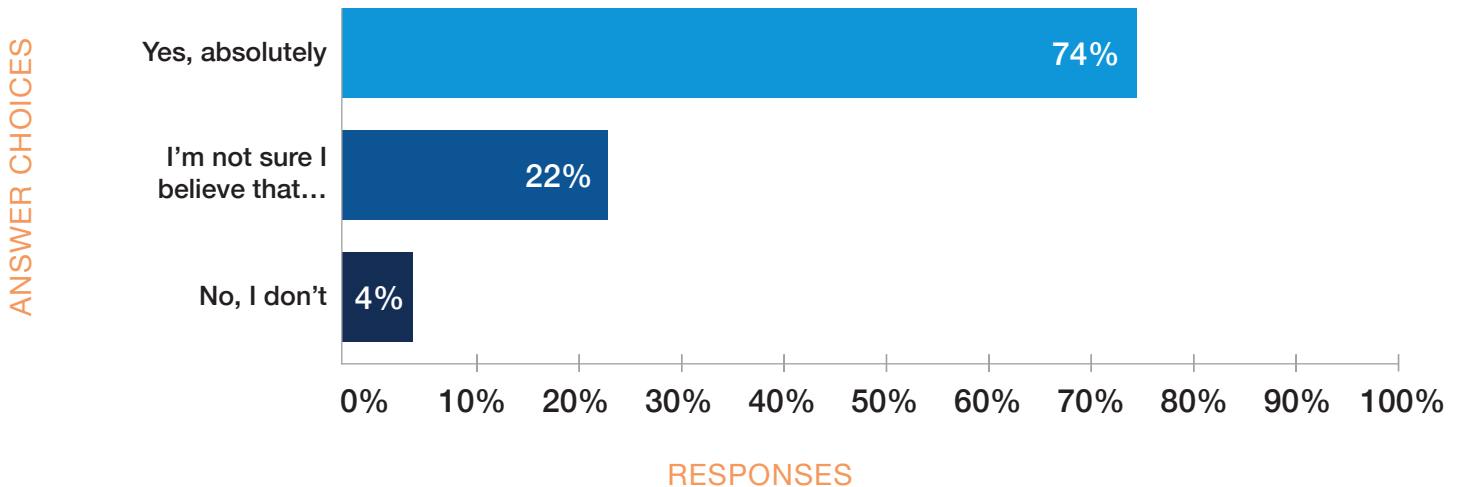
QUESTION 15

Do you prefer working with a large Pharmacy Benefit Manager (PBM) or a smaller, yet seemingly more progressive PBM model?



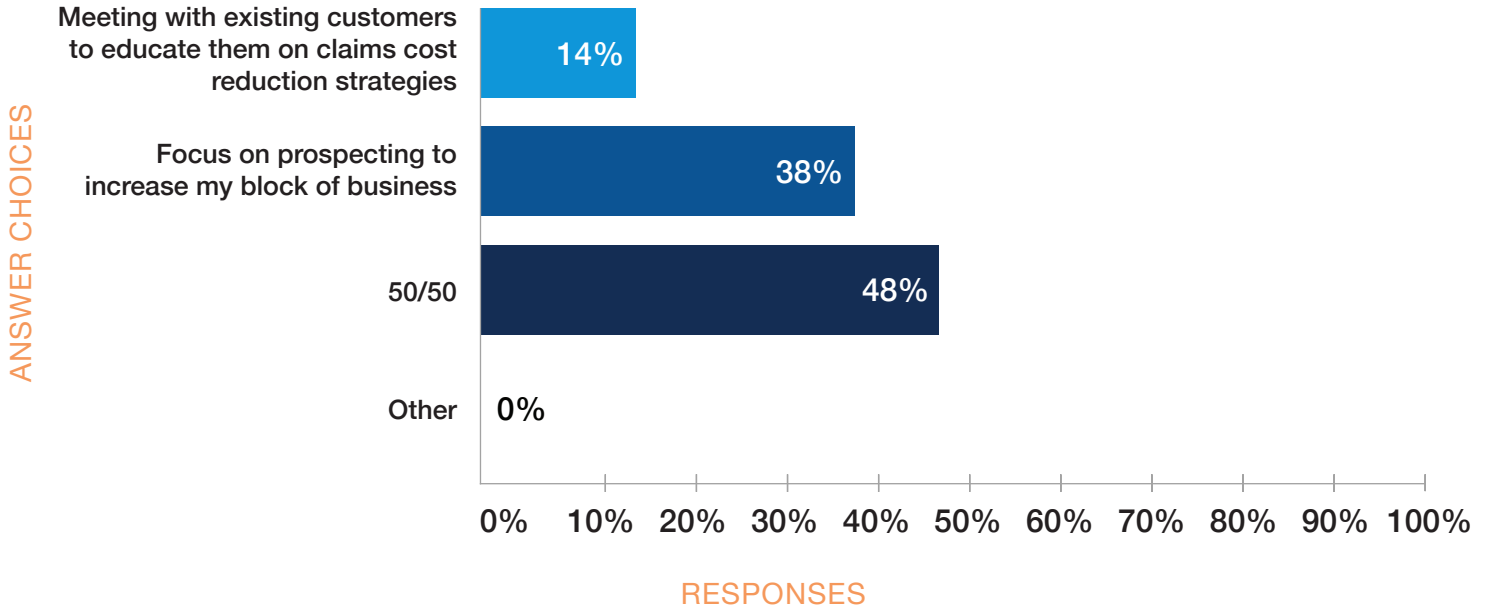
QUESTION 16

If quality is the same, do you believe your company can save significant money by directing employees to lower cost providers?



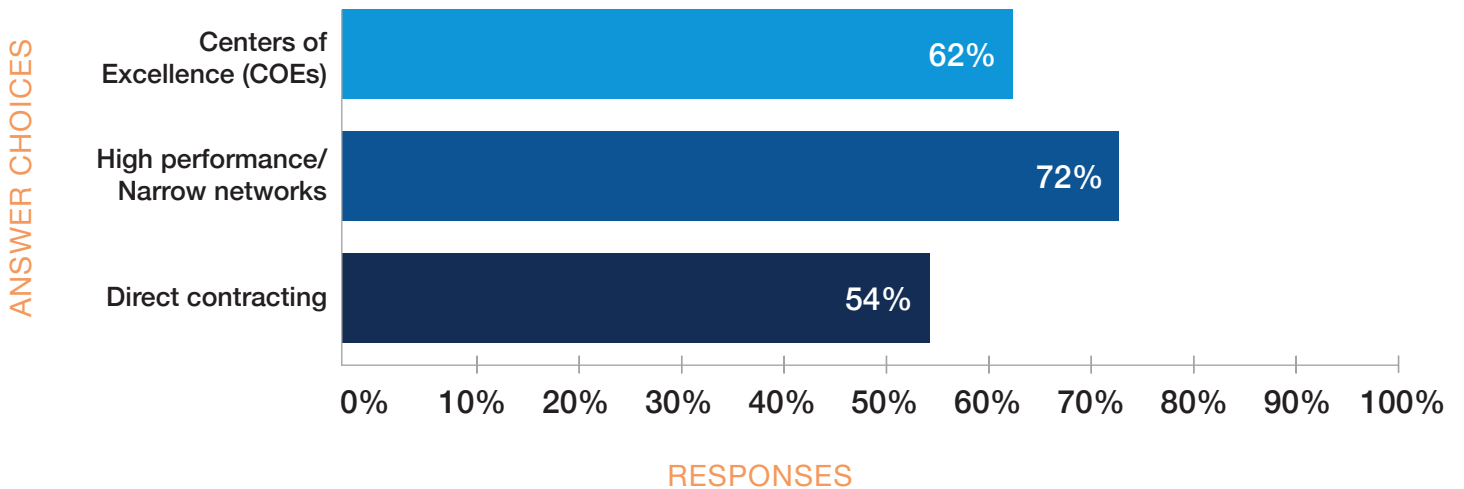
QUESTION 17

Over the next 12 months, how do you plan to allocate your time?



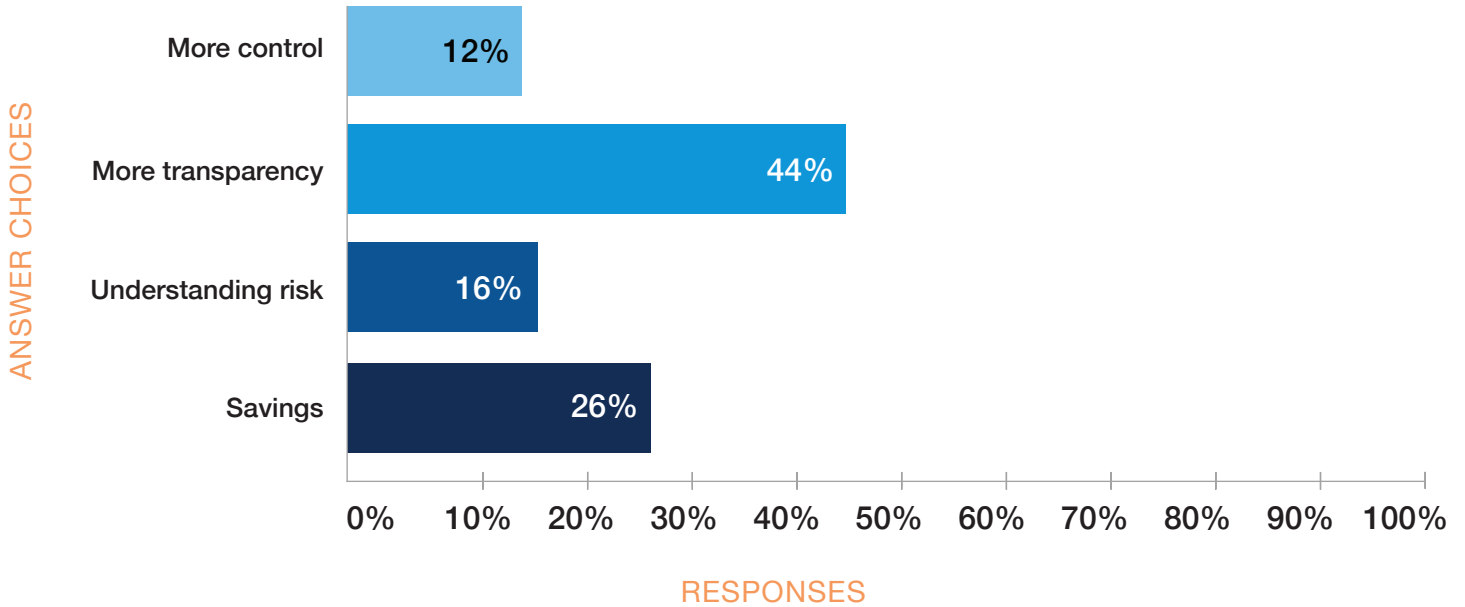
QUESTION 18

Do you anticipate your clients embracing enhanced health care delivery models? If so, please select all that apply:



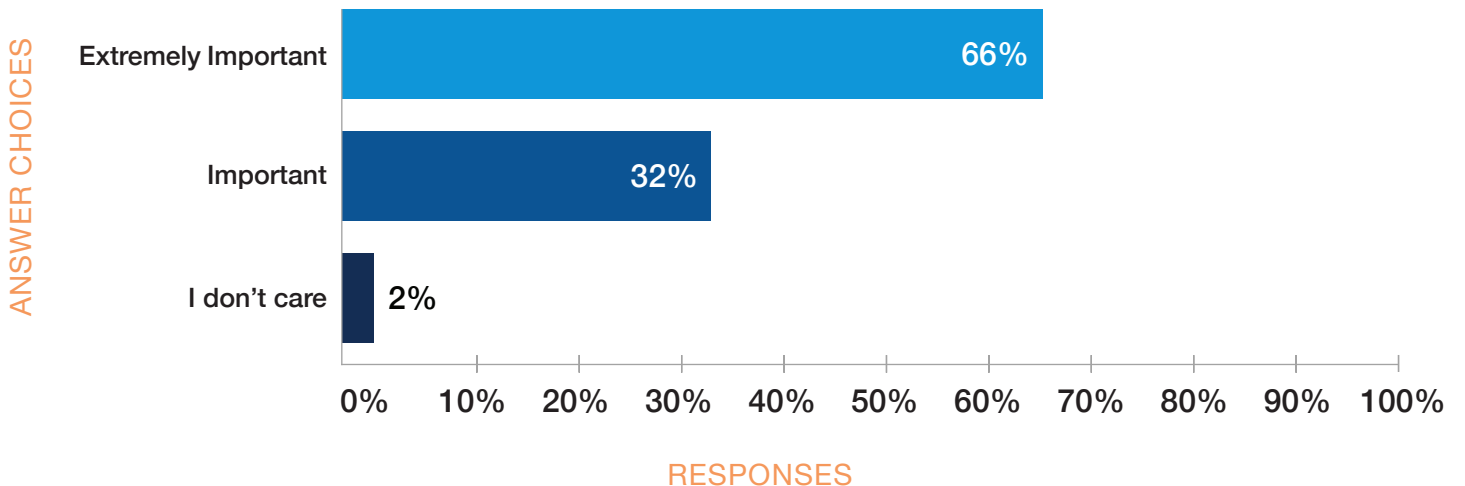
QUESTION 19

What TPA feature would be most interesting to a self-insured client currently managed under ASO arrangement?



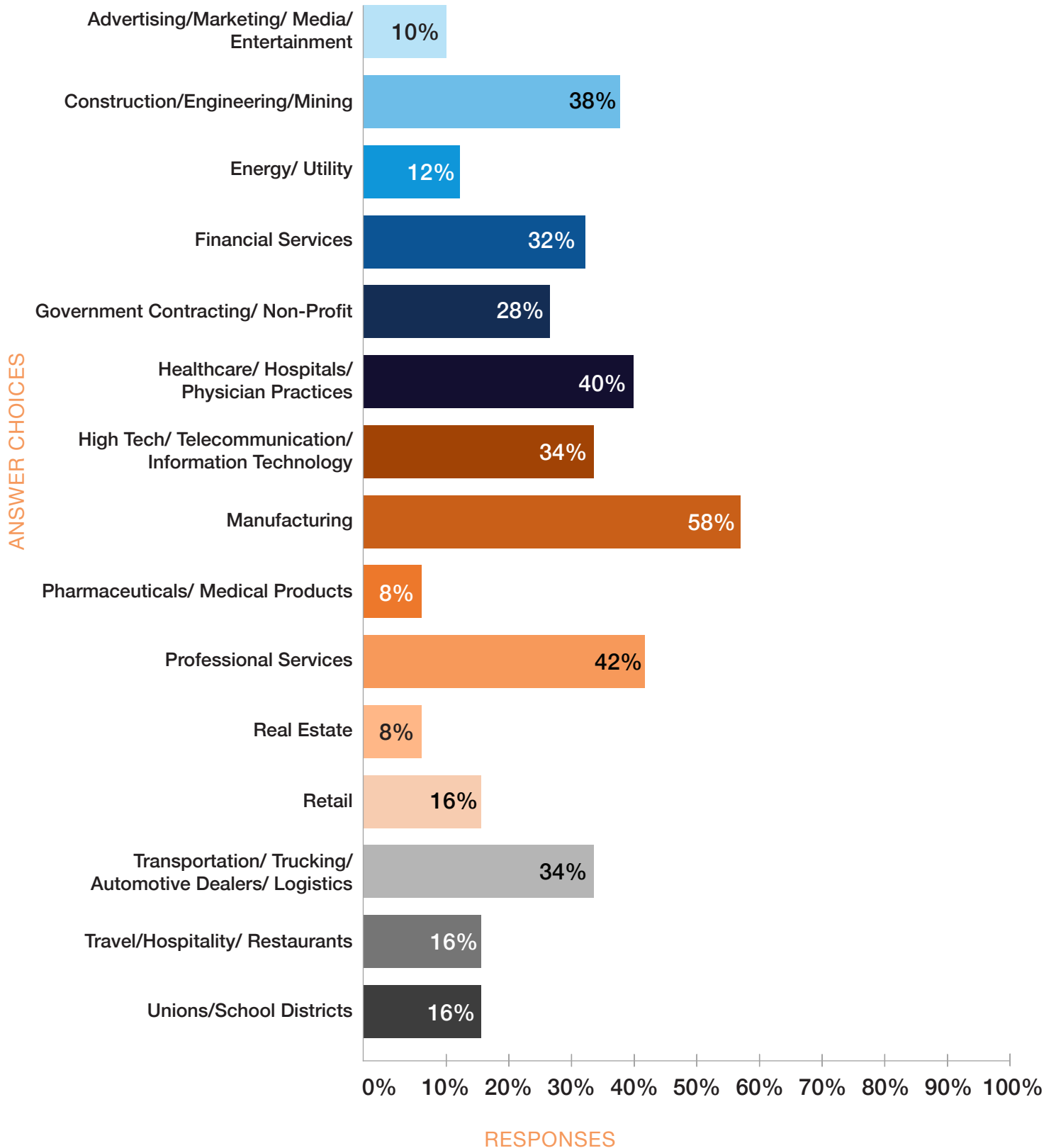
QUESTION 20

How important is it that your administrator can implement your preferred solution providers (Telemedicine, Navigation, PBM, etc.)?



QUESTION 21

Are there industries that you have more expertise in working with?





For additional information please contact:
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