

## **Acrisure Health Strategy Team**

### **Levels of Engagement Overview for Acrisure Partners**

As a broker, you understand that every client's needs and challenges are unique when it comes to health strategy and benefits management. Acrisure recognizes the importance of catering to diverse requirements and offers three distinct levels of engagement through our Acrisure Health Strategy Team. Each level is designed to align with your client's specific goals, ensuring exceptional service and expertise every step of the way.

#### **How We Help You Succeed:**

- **Win New Business:** Impress prospects with data-driven insights, enhanced well-being strategies, and comprehensive reporting.
- **Better Serve Existing Clients:** Strengthen your client relationships with tailored evaluations, strategic planning, and cost-containment solutions.
- **Extension of Your Team:** Consider us your partners in presentations, renewals, negotiations, and member education campaigns.

#### **Our team has 3 different levels of engagement:**

1. Sales & Prospecting Support (hourly engagements) – No Charge
2. On-Demand, As-Needed (1-3 engagements per year) – No Charge
3. Comprehensive Health Strategy Solution (Unlimited Engagement) – Fee-Based Charge
  - a. When a group is with Maverick Health, the Acrisure Health Strategy team is fully integrated with the Maverick underwriting team.

**DOES NOT REQUIRE A FEE**

### **Level 1: Sales & Prospecting Support (hourly engagements)**

1. RFP Support: Enhance your RFP responses with clinical reporting and well-being capabilities.
2. Clinical Data Review & Strategy Development:
  - Conduct Population Health Evaluation based on wellness vendor Executive Summary reports.
  - Analyze Health Assessments, Biometric Screening Data, Health Coaching, Lifestyle Rewards, and Medical Management.
  - Perform Large Claim Clinical Evaluations for comprehensive insights.
3. Self-funded Education: Guide your clients on self-funding readiness and education.
4. Finalist and Proposal Presentation Support: Elevate your proposals and presentations with our expertise.

### **Level 2: On-Demand, As-Needed (1-3 engagements per year) – No Charge**

1. Wellbeing Support: Evaluate new well-being programs and assess their fit with your clients' cultures.
2. Evaluation of Existing Programs: Provide your clients with expert evaluations of their current well-being initiatives, point solutions, and various strategies.
3. Questions & Guidance: Get quick answers for claims review, cost containment, and high claim insight.
4. Client Call Support: Strengthen your renewals, presentations, and clinical expertise.
5. Renewal Support: Receive assistance in negotiations, laser reviews, and renewal calculation review.
6. General Support: Count on us to help save clients and mend relationships.
7. Quarterly or Semi-Annual Clinical Reporting: Benefit from our data insights if your clients' data systems support it.

REQUIRES A FEE

### **Level 3: Comprehensive Health Strategy Solution (Unlimited Engagement)**

1. Quarterly Clinical Reporting: Provide your clients with regular updates on the state of their plans.
2. Ongoing Financial and Policy Year Performance Reporting: Deliver comprehensive financial reporting for strategic planning.
3. Ongoing Large Claim Clinical Evaluations: Ensure continuous monitoring of large claims.
4. Ad Hoc Reporting and Support: Customize reporting and support for your clients' specific needs.
5. Renewal Negotiations & Marketing Support: Let us assist in securing favorable renewals.
6. Identification & Implementation of Cost-Containment Solutions: Help your clients save on costs.
7. Ongoing Client Call Support: Access financial, clinical, and underwriting expertise whenever needed.
8. Clinical Member Support: Get assistance in understanding diagnosis and treatment plans.
9. Support for Member Education Campaigns: Leverage our expertise for effective member communication.
10. Wellbeing Strategies: Benefit from consulting, vendor identification, and medical management plan review.
11. Access to the Internal Underwriting Team: Tap into our underwriting expertise for enhanced decision-making.

### **Comprehensive Health Strategies Solution Integrated with Maverick Health**

1. ClubMav Eligibility: Gain access to preferred consultants and producer rewards.
2. Access to Proprietary Preferred Risk Pool: Benefit from our unique risk pool.
3. TPA Integration and Accountability: Integrate TPA services for streamlined operations.
4. Data Integration and Proactive Medical Claims Review: Receive advanced data insights for cost containment.
5. Enhanced Premium Underwriting: Reduce volatility and manage ongoing risk effectively.

## PRICING

Our pricing model reflects our commitment to transparency and aligning our interests with yours. Per-Employee-Per-Month (PEPM) fees cover essential expenses and vary based on group size. With Acrisure Health Strategy Team, you're not just partnering with us – you're enhancing your clients' benefits management objectives with exceptional expertise and service.

- **General Fee Structure:**
  - 0 – 200 enrolled employees = \$5 PEPM
  - 201 – 500 enrolled employees = \$4 PEPM
  - 501+ enrolled employees = \$3 PEPM

*If a client wishes to begin the onboarding process with our preferred clinical data aggregation platform, Springbuk, a 12-month contract is initiated. If the client decides not to proceed with Springbuk for any reason, such as security or HIPAA compliance concerns, Acrisure will be held responsible for the payout of the entire contract.*

*The PEPM fees for our services **include** the ongoing costs of the data aggregation system.*