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GUEST ARTICLE: BSI CORE



BSI IS DELIVERING EARLY STOP LOSS RENEWALS

In January 2021, employer groups in BSI CORE took advantage of the leveraged buying power and protections of a consortium with over 150,000 covered lives, that delivered a 0% healthcare renewal option to every single employer in the model. The data and analytics team at BSI understood the impact of the nearly 30% drop in medical claims during the 1st and 2nd quarters of 2020 and leveraged those numbers to secure the 0% renewal option for all groups within the BSI CORE model. This 0% renewal allowed employers within BSI CORE to move quickly with their healthcare renewals, plan for virtual open enrollments and get back to focusing on navigating their businesses through the pandemic. The growth of BSI CORE continued in the 4th quarter of 2020 as outside employer groups faced significant renewals in both the fully-insured and in stand-alone self-insured models. In one example, BSI CORE was able to lower an employer's maximum liability on a stop loss contract by over \$1 Million and establish future protections to ensure they would never face such a drastic increase again.

The January 2022 renewals are in and BSI CORE continues to deliver exceptional protections from risk that include NO LASERS and CAPPED RENEWALS for life. BSI CORE has already delivered not-to exceed stop loss renewal numbers for January 2022 in September and October, far earlier than the traditional stop loss market. The pure size of the consortium has allowed BSI to leverage the credibility and buying power of the model to deliver average group specific renewals for January 2022 at 7%! If we account for return of surplus, the average renewal is less than 3% and is in line with BSI CORE's average renewal over the last 5 years of just 3.4%. BSI vets the full market every year to ensure our clients are in the right programs, with the right benefits, receiving the greatest protections from risk at the highest value. Year after year, BSI CORE continues to beat the market.

If you are an employer who is tired of being on the renewal roller coaster or having a stop loss contract without no lasers AND rate caps, you owe it to your company and your employees to explore the benefits of BSI CORE. Contact Nick Tranguch, Vice President of Sales for BSI at 484-821-1300 ext: 202 or email: ntranguch@bsicorporate.com

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Our affiliation with these national organizations is a value-added benefit for our members.

