

PRICING CASE STUDY



Background

Acclaim Benefits was asked by a large prospective client to provide a comparative analysis of COBRA pricing.

Analysis

Acclaim Benefits calculated the administrative fees using detailed numbers provided by the prospective client, including the number of events, the number of continuees, and the cost of other administrative activities as well as the administrative fee charged by the current administrator. Acclaim Benefits' pricing, which is calculated on a per-event basis, was compared to the current administrator's pricing, which is based on a per-employee-per-month fee. Although the fees are calculated very differently, the analysis allowed Acclaim Benefits to provide an apples-to-apples comparison of aggregate price.

Results

The chart below highlights the potential annual savings for benefits administration services in a pricing comparison between Acclaim Benefits and one of our leading competitors. As our analysis demonstrates, Acclaim Benefits will save this prospective client an estimated \$23,930 annually.

Administrative Fees (as detailed on competitors fee schedule)	Competitor	Acclaim BENEFITS
Setup fee	\$0	\$0
Per Qualifying Event	\$0	\$22,125
Per Transferred Continuee Fee	\$0	\$0
COBRA Per Employee per Month Fee	\$52,140	N/A
Per Continuee Charge (per month of continuation)	\$0	\$12,480
Annual Renewal	\$0	\$1,000
Alternate Minimum Administration Fee	\$0	N/A
Additional Benefit Plans (greater than 6)	\$0	N/A
Initial or General Notice	\$1,755	\$1,080
Current Employee Notice	\$0	\$0
Weekly HMO Premium Distribution	\$0	N/A
Weekly Non-HMO Premium Distribution	\$0	N/A
Carrier Eligibility Report	\$3,120	N/A
HIPAA Certificate of Coverage	\$6,000	\$2,400
Total Fees	\$63,0150	\$39,085

Annual Savings Using Acclaim Benefits

\$23,930

Disclaimer: This Pricing Case Study has been prepared for illustrative purposes only and does not represent any form of proposed pricing quote or legally binding commitment on behalf of Acclaim Benefits. The information contained in this Pricing Case Study constitutes confidential information of Acclaim Benefits, and no reproduction, publication, transmittal or other distribution of this information shall occur without the written consent of Acclaim Benefits.