

CASE STUDY



FRANK L. BLUM
CONSTRUCTION COMPANY
Trusted Builders. Exceptional Experience.™

The Client

Frank L. Blum Construction is a 100 year-old privately-held business based in Winston-Salem, with offices in Asheville, Raleigh and Charlotte. Blum has over 200 employees building everything from college stadiums to senior living centers.

The Problem

Like most midsized employers, Blum was overpaying for health insurance and not getting the best healthcare. Cost and quality were not correlated. Blum wanted to grow, but retention and recruiting were more difficult with their status quo plan.

The Solution

Mirror the current Plan but add Hero to improve health outcomes and take-home incomes for Employees.



Bill Ball, CFO

"What stood out about Hero was the fact their nurse and pharmacist engage with our employees and develop great relationships. Our nurse sent me to an MRI at a nearby clinic for \$0 and then arranged my surgery with the top doctor in the area. The company saved \$20,000 and I saved about \$5,000. That is the way health insurance should work."



Pam Vandyke, HR Manager

"The Hero Nurse, Pharmacist and Customer Care Team are the real heroes. They are the most proactive and engaged partners. I cannot imagine our old plan taking a call on a weekend. But they always do."



Mike Lancaster, CEO

"We wanted to get off the merry-go-round where we change carriers every two or three years. We needed a strategic partner that helped us make better decisions for the long term. We found that in Hero Health."

hero
HEALTH™

The Results

\$122,000

1st Year Savings*



*Compared to their former Plan

20%



reduction in spending with an increase in quality

215



\$0 Out-of-Pocket Benefits* provided to employees

*Including Prescriptions, Imaging, Surgeries, Physical Therapy, Mental Health Counseling

64%



of Employees Engaged with Nurse or Pharmacist for more health information, education and navigation

Let's create a Case Study for You.
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