

## CASE STUDY



### The Problem

Port Health is a not-for-profit based in North Carolina with 200 employees. They were fully insured with a well-known carrier and PBM. Despite several double-digit increases, Port stayed until they were hit with a 20%+ renewal. CEO Tom Savidge called Hero and asked for help.

### The Solution

The first thing Hero did was to lock down a smart and secure stop-loss contract. This protected Port's Plan from a bad claims year while allowing them to keep 100% of the savings in a good year.



#### Jason Shirtz, VP Human Resources

"I had major back pain and Nurse Faith helped me get an MRI for \$0 and then she researched and scheduled me with the top spine surgeon. The surgery cost me \$0 because Hero has a direct contract with them for a low price. Then, I saw the best PT for \$0. The company saved over \$50,000 by using Hero – but I personally saved about \$8,000, too. And I got top quality care."



#### Toyette Anthony, Compensation and Benefits Manager

"The real hero is Nurse Faith. She helps our employees get to the best care at the lowest price. Hero has \$0 Out-of-Pocket benefits for everything from imaging to surgeries and from lab work to physical therapy. Nurse Faith is there to coordinate all our employees' care."



#### Tom Savidge, CEO

"Hero helped us take back control of our health benefits. They have lowered our costs and improved our care. But we are most excited about the future. Patrick and his team are always looking for ways to improve our plan."

## The Results

# \$415,000

over \$2,000  
per employee



### Bend the Trend

# 2%



Renewal rate

\*8% less than average

### Engagement

# 72%



# 311



Health conversations  
with Hero Nurse  
and/or Pharmacist

Let's create a Case Study for you.  
[patrick@herohealthplans.com](mailto:patrick@herohealthplans.com)