

## CASE STUDY



# CATAPULT



### The Client

Catapult is the leading employer association in the South with over 2,300 members. They have 75 employees working in Charlotte, Raleigh and High Point. Catapult provides numerous HR services to mid-sized companies, non-profit organizations, and government agencies.

### The Problem

At every renewal, Catapult found limited options to improve their plan or lower costs. They tried switching carriers, raising deductibles, and increasing employee contributions — yet the quality of the plan kept decreasing. Catapult leads by example. They reviewed all of their options and found that only Hero addressed the root of the problem: reducing claims costs. Skyrocketing specialty drug prescriptions and costly medical bills were driving their premiums higher.

### Our Solution

Hero introduced a Nurse Navigator and friendly Pharmacist as part of the new Health Plan. They reached out to Catapult employees that needed help finding the best doctors and lower cost options. We also began importing specialty medicines from Canada at a fraction of the cost. Employee engagement soared after our monthly zoom meetings. The Plan has saved over \$3,000 per employee!



#### Doug Blizzard, VP Services

We have tried many different health plans over the years. Hero is by far the most proactive in finding better care at lower costs for our people. They also lower costs for the plan. It's a Win-Win!



#### Cheryl Richards, CEO

"Catapult is a leader and we need our benefits program to live up to our high standards. Hero Health does that. Catapult is also an educator and trainer for thousands of employers and Hero continues to provide valuable information to our members."

## The Results

# \$190,000

1<sup>st</sup> Year Savings

# \$3,400

Savings per Employee

Bend the Trend **4%** Renewal Rate

# 80%



Employees Engaged with Nurse or Pharmacist

# 122



\$0 Out-of-Pocket Benefits Provided

Let's create a Case Study for You.  
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