

# Complete Self-funded Solutions



## Analytics

We believe data drives better decisions. Our program is built to make sense of your data and give you better options to save money and bring the best service to your clients.

## Professional Services

Our professional service team – known as Novo Benefits, has decades of combined experience bringing cost-containment and white glove experience to clients.

## Stop-Loss Insurance

We understand self-funded programs have a lot of moving parts and an essential element is shopping for stop-loss. Using our proprietary secure platform, we give you access to dozens of stop-loss vendors, ensuring you see the best quoting for your unique plans. Our experienced team consistently delivers industry leading stop-loss results.

## Program Builder

Building self-funded programs has historically been complicated. Through ultra modern technology, we have created user-friendly software that simplifies self-funded program building and leads you through the journey, one step at a time.

# Novo Connection

Health insurance in the United States has become unaffordable and confusing for most consumers and business owners. Self-funded insurance allows businesses a way to control the rising trends of traditional, fully insured health models. Unfortunately, the current fragmented self-funded market makes it confusing and nearly impossible for employers and brokers to build effective self-funded programs that deliver true validated savings and results.

The current marketplace for unbundled self-funded solutions manifests a multitude of problems and challenges for brokers and their clients, including:

- Complexity of self-funding which is difficult for brokers and their customers to navigate
- Too many unvetted, ineffective solutions which are difficult to confirm from an efficacy and cost savings standpoint
- A lack of understanding how to implement and promote usage of custom health plans
- A lack of transparency and misaligned financial incentives

Additionally, successful self-funded programs require sufficient stop loss insurance to offset risk. The stop loss insurance market has its own unique set of problems and challenges, including the following:

- Data needed for the underwriting process is not provided on time; if at all
- Limited data is available to stop loss insurance carriers needed to ease proper risk assessment and thereby produce the most competitive price quotes possible
- Wasted time for back in forth communication between brokers and carriers
- Inflated quotes from insurance carriers due to lack of competition
- High-level of lasers.
- Leaving employers vulnerable because of a lack of compliance with transparency laws industry wide

