



INSURANCE OFFICE OF AMERICA

BY THE NUMBERS: ANATOMY OF LEAVING A PEO COST VERSUS BENEFIT DEFINED

Client: Trucking & Logistics Company – San Diego County, CA

- AT A GLANCE:**
- Employee Count – 38 employees
 - Annual Revenue \$7M
 - PEO Client for 5+ years

PAIN POINT:

The client was looking for more involved safety and claims management services to reduce their costs. Service was very reactive and they didn't know all the things they were paying for.

THE SOLUTION:

- Provided them HR, Payroll, Workers Comp, Loss Control, Risk Management, Benefits and streamlined technology.
- Built out a compelling narrative for the insurance underwriters to reduce their rates.
- Ran our proprietary Risk score report and provided a customized timeline of services .
- Helped the client build a more robust and effective onboarding process.
- Set up an online training platform and helped craft an impactful return to work program.
- Our dedicated in-house claims advocate worked to close out all open claims.

RESULTS:

- Claims severity went down by 33%.
- Claims frequency reduced by 49%.
- Set up training funds to earn them up to \$1000 per employee per year in training funds.
- Connected them with consultants to qualify for over \$880k in employee retention credits.

Total hard cost savings over 60% totaling approx. \$175,000! Over 2 years savings of around \$375,000.



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2019
IOA Risk Manager of the Year

