



CASE STUDY

700-Employee Company Faced Out-of-Control Workers' Comp Claims

Bryson Financial Established a Strategic PEO Relationship to Address Crippling Loss Sensitive Program

- Client:**
- Commercial (Hotel) Laundry
 - 700 EE - \$19,000,000 annual payroll - \$2,000,000 annual work comp premiums
 - New Jersey and New York

Scenario: The client was dealing with high workers' compensation rates due to past and current claims history with limited loss controls. Simultaneously, the client was receiving huge variances in monthly premiums due to their current loss sensitive insurance program.

- **Discovery:** Insured was mid-way through year two of a three-year guaranteed base rate program with fluctuating premiums based on claims history. Insured's estimated annual premiums were rising each year and forecasted to balloon in year three. Claims history and the insured's industry risk potential were preventing the insured from receiving standard marketplace options aside from large deductible plans that required too much collateral and offered more risk than reward.
- **Goal:** Implement operational loss controls alongside improved hiring practices and market the account to the PEO marketplace to decrease rates and improve loss history and EMR for future policy years.

Outcome: Bryson formed a relationship with Maryland based Infiniti HR. Infiniti HR is a mid-sized PEO providing services at over 500 worksites across the country. Infiniti's carries an in-house claims staff that oversees their work comp program with Zurich. Bryson's detailed claims data and insight to the client's management team and operations along with Infiniti's ability to underwrite the risk in person and without typical carrier underwriting guidelines made this a success.

Total annual savings equaled 30% or \$600,000 in year one and will hit 42% or \$1,000,000 in year two due to the insured's past claims history.