



Built for Manufacturers. Proven by Results.

\$56M+
cumulative
savings, one
client since 2010

\$1.7M
in risk
eliminated on
day one

3
manufacturing
clients. Millions in
documented savings.

OVERVIEW

Manufacturing workforces are complex. Shift schedules, union negotiations, bilingual populations, multi-state operations, and razor-thin margins leave little room for a benefits program that underperforms. BSI partners with manufacturers of every size and structure to build benefits strategies that reduce costs, expand access to care, and deliver results that compound over time. The three case studies in this portfolio represent different challenges, different starting points, and different strategies.

The results speak for themselves.

THE CLIENTS

An Iconic Lehigh Valley Manufacturer

A nearly 200-year-old manufacturer with an 800-person workforce added telemedicine in 2023, generating \$125,543 in documented savings within two years across six virtual care categories.

A Multi-State Manufacturer

Partnered with BSI since 2010, this 2,000-person manufacturer has generated over \$56 million in cumulative savings through self-funded medical, pharmacy optimization, telemedicine, and fifteen years of disciplined execution.

A National Candy Brand

When a 35-year broker relationship ended in 2018, BSI delivered immediately. Nearly \$1.7 million in stop-loss risk eliminated on day one. \$838,000 in pharmacy savings without touching the formulary. A bilingual, unionized workforce served with equal intentionality.



Different sizes. Different structures. Different challenges.

One constant: BSI builds benefits programs for your workforce,
not manufacturers in general.

Ready to see what BSI can deliver for your organization?

Scan to connect for a no-obligation assessment.

BSI: An Employee Benefits Partner Delivering
Unmatched Value for Manufacturers

No lazy answers. No cookie-cutter plans. Make the switch to an independent firm.

