



One Plan Year. \$1.5M in Rebates. A District Transformed.

What BSI built for an urban district serving 9,000 students and 870+ employees across 15 schools, all within twelve months.

\$1.5M

in pharmacy
rebates secured

\$92k

in stop-loss
premium savings

15

schools supported
through open
enrollment

1 Year

to deliver every
outcome

THE CHALLENGE

They didn't need tweaks. They needed an overhaul.

For large public districts, benefits administration is rarely simple.

Many buildings, diverse communication needs, aging systems, and constant budget pressure compound quickly.

This district came to BSI ready for change. It needed better contracts, lower costs, smarter technology, and enrollment that worked for everyone.



THE FOUR PILLARS

Every piece of the program, rebuilt in one year.



Pharmacy: \$1.5M in Rebates

A new Meritain/CVS agreement repositioned the district's pharmacy economics. On a public budget, that's resources returned to the classroom.



Stop-Loss: \$92K in Premium Savings

BSI moved the district to PSHIC. Beyond the savings, the district gained shared risk pooling, competitive renewals, and funding stability a standalone district can't replicate.



Technology: One Source of Truth

Employee Navigator now unifies elections, eligibility, and contributions. Real-time visibility for HR, a clear portal for employees, and far less admin work.



Open Enrollment Done Right

Benefits only work when employees understand them. On-site meetings at every school, virtual sessions, multilingual materials, and dedicated follow-up to capture late enrollments.

DELIVERED WITHIN TWELVE MONTHS

Meaningful results don't have to take years.

A common myth about switching benefits partners is that results take years. This engagement proves otherwise. In a single plan year, BSI delivered on four fronts at once

1

Restructured pharmacy contracts

New Meritain/CVS agreement: ~\$1.5M in rebates.

2

Transitioned stop-loss coverage

Moved to PSHIC: \$92,000 in premium savings.

3

Implemented a new platform

Employee Navigator as the single system of record.

4

Ran district-wide enrollment

15 schools: on-site, virtual, and multilingual.

THE SCALE OF THE WORK

870+

Employees supported by BSI

15

Schools reached on-site and virtually

4

Major initiatives in one plan year

First-year impact takes a partner ready to deliver from day one.

RESULTS AT A GLANCE

Initiative	Outcome
Meritain/CVS pharmacy agreement	~\$1.5M in pharmacy rebates
PSHIC stop-loss transition	\$92,000 in premium savings
Employee Navigator deployment	Unified elections, eligibility, and contributions
Open enrollment support	15-schools: on-site, virtual, and multilingual
Timeline	All outcomes achieved within a single plan year

YOUR NEXT STEP

See what BSI can build for you in year one.

Connect with BSI for a no-obligation assessment of your plan design, utilization, and vendor contracts.

Schedule a No-Obligation Assessment

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

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