

Suppliers: Leverage Tools & Research, Add Credibility and Establish Value

Are your clients:

- Wrestling with how to show the full value of their benefits investments—and don't have the data and benefits information they need?
- Recognizing that old strategies to control claims costs in separate program silos aren't working?
- Challenged by how best to manage all health-related benefits programs?
- Seeking benefits strategies that improve health, reduce lost time and drive workforce productivity?

COLLABORATE

DISCOVER

LEVERAGE

DISTINGUISH



IBI helps members meet these challenges.

The Integrated Benefits Institute partners with our supplier members in broadening the value they bring to clients. A not-for-profit measurement and research organization comprising hundreds of employers and their supplier partners, IBI provides the **independent research** to identify value, the **measurement and modeling tools** to get there, and a **forum** where ideas and experiences can be shared.

NETWORK

DEMONSTRATE

INNOVATE

SUCCEED

WE DEMONSTRATE:

- We are independent and objective.
- We have the expertise and experience to demonstrate the business value of health and productivity—with a full suite of H&P measurement tools to meet your customers' needs and exceed their expectations.
- We have the largest occupational and non-occupational absence and disability database in the industry.
- We act as your **strategic partner** in working with employers.



YOU PROVIDE:

- You leverage IBI modeling and measurement tools and proprietary IBI research in working with your client base—enhancing your role and building credibility for your organization.
- You conduct client and internal discussions in partnership with IBI to build an H&P strategy.
- You sponsor **free** IBI Premium membership for your employer clients—earning further loyalty and bringing additional value.

YOUR CLIENTS BENEFIT

YOUR CLIENTS BENEFIT:

Employers learn and benefit from our research and tools,
and **you win!**

RESEARCH, FORUMS AND TOOLS

RESEARCH

IBI conducts market-leading research that is timely, relevant and nationally recognized as objective and credible. We publish several major research papers annually, conduct *Quick Studies* from IBI databases, and analyze the work of others to gauge HPM impact. Some recent examples:

Survey: 450 employers detail the prevalence of HPM interventions, their plans and associated goals over the next two years, how well they meet expectations, and the measurements used to assess outcomes.

Analysis: STD claims and sources of lost-time from depression

Studies: Impact of chronic, co-morbid conditions, and the impact of treatment on chronic conditions

Case Studies: Response among a variety of employers to incidental absence and the resulting business impact.

FORUMS

IBI publications are informative, insightful and frequent: monthly research publications, newsletters, articles and announcements. Programs include frequent Webinars, member briefings and our leading annual IBI-NBCH Health & Productivity Forum.

PROPRIETARY IBI ALPHA TOOLSSM

IBI offers comprehensive tools to benchmark, model and assess benefits needs:

ACE: IBI's Absence Cost Estimators model lost productivity from incidental absence.

Health and Productivity Snapshot: H&P modeling tool for employers with limited resources.

Benefits Intelligence: IBI's disability and absence benchmarking compares benefits delivery metrics with industry groupings. Group health measures are also available.

HPQ-Select: Self-report tool for investigating the medical conditions, lost time and lost productivity of a specific workforce.

More reasons to partner with IBI:

- Participate in IBI research projects and agenda-setting.
- Access IBI members-only online resources.
- Identify your clients' health-related cost drivers.
- Compare your clients' benefits delivery with others.
- Expand your value proposition to validate and measure the success of your programs.
- Utilize membership services that are affordable and credible.
- Network with hundreds of employers that embrace the IBI mission—attend IBI educational programs, seminars, networking opportunities and Webinars.

IBI doesn't consult, lobby or compete with our members.

WHAT OUR MEMBERS ARE SAYING:

"I used IBI's Health & Productivity Snapshot as a way to jump-start our value-based design initiatives. I wanted something accessible, inexpensive and credible—and that's exactly what I got. I was able to put together a business case to demonstrate to our CEO what was being left on the table in lost productivity by not managing various medical conditions."

— John Herrick
Executive Director of Employer Accounts
Novartis

"The philosopher Paracelsus said that 'clay does not, of itself, make a pot.' The same can be said of data. Sound data tell a story with an expert to put the right numbers in the proper context. Then—POW!—there it is, and now we know what it means."

— Gary Anderberg
Director-Business Development
Absence & Care Management
Broadspire/Crawford & Co.

"I recently received a call from a broker whose hospital client wanted to explore adding integrated Absence and Short-term Disability services to our existing LTD services. We used IBI's benchmarking reports, plan design information and Lost Productivity Calculator together with our in-house tools to demonstrate our value proposition."

— Kimberly Mashburn
Vice President, Strategic Partnerships
Prudential

Join IBI today.

To begin your membership, contact IBI President Thomas Parry, Ph.D., at TPARRY@IBIWEB.ORG or 415 222 7280.

For more information: INFO@IBIWEB.ORG or IBIWEB.ORG



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