



BENEFIT COMMERCE *group*

NEWS RELEASE

Benefit Commerce Group Client Named 'Superstar' by The Institute for HealthCare Consumerism

***Gregg Leach, CFO of Able Engineering, Receives 2014 Award for Most Innovative
Benefit Plan Design & Implementation***

Scottsdale, AZ, December 17, 2014 – Benefit Commerce Group, a Scottsdale-based innovative employee benefits consulting firm, announced that the CFO of one of its clients has received national recognition for employee benefit plan design and implementation.

The Institute for HealthCare Consumerism (IHC), a national organization focused exclusively on innovative health and benefit management, presented a number of awards recently to organizations and individuals from across the country. IHC's mission is to enable all stakeholders to collaborate in effective ways that promote the growth of healthcare consumerism.

Innovative Plan Design and Implementation

Gregg Leach, CFO of Able Engineering, an aircraft component repair business based in Mesa, received the IHC 2014 Superstar Award for Innovative Plan Design and Implementation.

At Able Engineering, the company's 9,000-square-foot fully equipped Able Wellness Center is an important part of the program. Leach set up funding and coordinated building of the center. Just as important, he uses the center himself on a regular basis.

Getting healthy and staying healthy is Able's objective for its employees.

"Staying healthy is important because healthier employees are on the job more and they are more engaged," Leach said. "In addition, a percentage of our bottom line goes into our employee bonus program, so the more we save—with healthier employees—the more money that goes into that bonus program."

Able Engineering incorporated a full replacement consumer driven health plan (CDHP), physical exams for employees and spouses, on-site health education, healthy eating through educational programs and its own in-house company café, and many other health plan management best practices.

Employee Incentives Include Premium Reimbursement

The company uses a number of incentives and a lot of communication to achieve high levels of employee participation and engagement. The premium reimbursement reward for using the Able Wellness Center is the most effective incentive: employees who train at the center on average 2 sessions a week per month (8-9 sessions over 1 month) have their health plan premium paid by the company. That's currently worth annually up to \$1,222 for a single plan or \$2,730 for a family plan.

Over the past three years, for its health plan covering 230 employees (565 total members), the company has saved \$2.3 million in healthcare costs, Able's third most expensive item on its income statement. That's money that would have been spent on increasing premiums for the employee health plan, if the programs Leach helped design and implement were not there.

The company is now exploring the opportunity to add an on-site clinic to its program.

"That would be very beneficial, particularly in terms of keeping people at work. It also would do a lot on the preventive side of healthcare," Leach said.

[Read more](#) about Gregg Leach and the healthcare program at Able Engineering.

ABOUT Benefit Commerce Group

Benefit Commerce Group is an innovative and award-winning employee benefits consulting firm that is changing the health care cost paradigm, one company at a time. We provide employers with sustainable strategies to lower health care costs first-year and long-term and enhance productivity. Benefit Commerce is a "game-changer" for companies striving to control one of their highest expense items: employee benefits costs. We are not your typical benefits firm, and we are not offering typical cost-shifting techniques. Our strategies yield real savings for both employer and employee and also integrate meaningful consumer-focused employee health and wellness programs. Our technology enhancements also set us apart, as we offer methods to streamline HR functions from enrollment through ongoing employee communication and administration. Through our proven programs, Benefit Commerce Group has helped our clients receive recognition from the Phoenix Business Journal's "Healthiest Employers"

program, the Wellness Council of Arizona and The Institute for HealthCare Consumerism, a national organization. Principals of the firm include Scott Wood, Johnny Angelone and Chris Hogan. For more information on Benefit Commerce Group, visit our website www.benefitcommerce.com.

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