



**THE
TAYLOR FELDMAN
GROUP LLC**

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Analytic Consulting Services For Health Insurance Brokers

The Taylor Feldman Group provides brokers with a full range of health benefits analytic consulting. With our services, you can confidently sell and support a more comprehensive, more customized set of products for your self-insured clients. Our in-depth quantitative and managed care expertise allows you to:

- Produce analytic work more efficiently and consistently
- Effectively compete against larger firms
- Focus on business development activities and attract and retain more business

We are managed care experts and bring more than 20 years of experience providing data-driven analytics, consultation, reporting and strategic planning to group health and workers compensation clients. We know how the health care industry really operates, and we know how to see through the marketing to identify what works and what doesn't among the many products and vendors in the health benefits arena.

- We work side by side with you to add value to your business and clients at all points in the client relationship.
- We help you sell and retain more business by demonstrating the quantitative and qualitative difference in your product offerings.
- We provide evaluations of vendors to help select high value third party administrators, provider networks, clinical management, health population management and stop-loss carriers.
- We deliver in-depth analytics to position the sales package with your prospects and report results to your clients. Upon request, we present with you at prospect and client meetings.

Our services allow you to focus more time on building and maintaining client relationships, identifying client specific needs, and running your day-to-day business and operations.

Our Analytic Service Offerings

Baseline Assessment

Our baseline analysis is a detailed review of your self-insured business.

We assemble and organize existing information about each of your self-insured cases. This review enables us to learn case-specific details and also survey existing vendor/partner relationships. For each vendor/partner, we work with you to establish performance expectations. These serve as the basis for tracking performance over time and across vendors in any given industry segment.

Annual Client Report Analysis

We provide a comprehensive analytic review and report. This review, based on reports received from all the managed care vendors, identifies key trends and issues facing the client. We provide an integrated report, including custom text and graphics, presenting the key facts as well as industry-savvy interpretations and recommendations. We can also present the information directly to the client and answer questions that may arise. TFG clients use this report as a keystone to renewal discussions and evaluations of benefit plan features for the upcoming year.

Quarterly Client Report Analysis

Quarterly Reviews supplement the annual review by providing more timely information and evaluating plan changes. We review all information received from the medical benefits vendors and provide a 1-2 page overview that identifies any significant events or trends and suggests actions to consider.

On-Demand Quantitative Analysis

When needed, we provide expert review of any quantitative information presented to your customers. Sometimes numbers are used to confuse, rather than clarify, key issues. When confronted with complicated or conflicting statistics or guarantees, we provide you with serious technical backup, giving you confidence to move ahead on the business issues.

Enhanced Value Proposition

How do you demonstrate the value you bring to your customers? We work through a series of structured meetings to help you articulate your value propositions. Based on these results, we identify possible metrics and begin gathering data. You can then use these metrics both for internal quality purposes as well as for external marketing needs.



RFP Support

When it is necessary to send out an RFP, we provide the quantitative expertise required to evaluate responses. For each RFP, we work with you to:

- Ensure the appropriate questions are asked
- Identify respondents
- Evaluate and score proposals received

Prospect Support

When trying to land a large self-insured prospect, it can be important for you to demonstrate the resources that they can bring to the table when discussing health benefits. We provide this support by attending key prospect meetings to discuss issues of interest.

Decision Modeling Services

You may have access to third party benefit valuation or other decision support models. While these models can be valuable, they often are difficult to master and time consuming to run, analyze and present the results. Our extensive experience developing these types of models means we can efficiently run and present results, allowing you to provide your customers with relevant information.

Ad hoc projects

Routine analytic support is often all that is required to satisfy clients. However, sometimes more is needed. We offer full-service, strategic analytics, including decision modeling, custom predictive models, comprehensive claims reporting and technical vendor evaluations.

The Taylor Feldman Group

Erik Taylor and David Feldman are the founding partners of **The Taylor Feldman Group**.

They have over 40 years combined experience in organizing and analyzing data to support decisions in the managed health care industry. They have worked with insurance carriers, third party administrators, Fortune 100 Corporate clients, state and federal agencies and plans, and providers in both the workers compensation and group health plan arenas. The firm started in 2005. Prior to TFG, Taylor and Feldman managed the analytics and strategic decision support at First Health, a national managed care company.