

Ohio University

In depth analysis drives down renewal cost and improves plan stability

Facing a substantial increase to the student health insurance plan premium for 23-24, Ohio University was concerned about the negative impact on students and the long-term stability of the student health plan. The university recognized the value of the expertise a consultant provides and elected to partner with HORAN Campus Health Solutions as the trusted advisor.

Client Profile: Public University in Athens, Ohio with approximately 28,000 students



THE OUTCOMES

21.7%

Initial renewal proposed by the carrier



9.7%

Revised renewal after HORAN negotiations

\$620,000

Cost avoidance to students in reduced renewal secured by HORAN



THE WORK

HORAN's Role

- HORAN conducted in-depth analysis of the current plan and benefit strategy to identify two goals: **lower the cost of the plan for students and establish long-term plan stability.**
- Using HORAN's Data Analytics team, potential areas for adjustment were identified and addressed which reduced the renewal cost.
- Through negotiations and collaboration with the carrier, HORAN secured revised renewal calculations and alternate plan design solutions.
- To support the University's long-term goal of increasing enrollment on the student insurance plan, **HORAN established a foundation for long-term stability.**



THE WHY

Ohio University takes pride in being in-tune with their student population as a community that is focused on student success.

HORAN became engrained in Ohio University's strategy focused on student wellbeing. Complimenting the existing student health insurance committee, Ohio University wanted a consultant partner who understood the importance of student voices in the renewal process.

Through HORAN's **data analytics platform, plan performance review and carrier negotiations**, Ohio University successfully reduced student renewal costs and improved their long-term plan stability.