

Jan. 17, 2023

Broker Bulletin

GHP Commercial Group and Individual

Let's do more in 2024

A new year brings hope and excitement for the year ahead. We're looking forward to change and growth as we reimagine and expand our network and markets. And every day, we're grateful to you, our partner, for delivering quality care and coverage to the thousands of members we serve. Thanks for all you do. Here's to another successful year.

The GHP team

Earn extra bonuses

One-time \$2,500 bonuses available for claims repricing and securing finalist sales meetings

- **Claims repricing:** You'll receive a \$2,500 bonus upon receipt of a current ASO large group (100+ covered employees) detailed claims file per our standard file layout to conduct a claims repricing. File must contain all the essential data fields for an accurate and valid claims repricing result.
- **Finalist sales meeting:** Earn a \$2,500 bonus for securing a large group (100+ covered employees) finalist meeting with group decision-makers.

Did you know? ASO

How Geisinger's Rx strategy can save your clients money

Many insurance companies use a sales strategy that promotes high formulary rebates for self-funded groups. These programs encourage the carrier to keep the rebates and use this revenue to lower the ASO administrative fee.

This may look appealing on paper, but those credits can drive higher overall costs and cost the employer (and their employees) more money in the long run. Our focus is on helping employer groups manage their total prescription claims cost as well as the total cost of caring for their employees.

Switching carriers cost one employer group three quarters of a million dollars in prescription costs. See how.

[Read the case study](#)

BenefitWallet's health savings account transitions to HealthEquity

Effective Thursday, March 7, our internal health savings account (HSA) vendor, BenefitWallet, will be transferring its HSA portfolio to HealthEquity.

HSA cash funds and investments (if applicable) will be accessible on Friday, March 8, on the HealthEquity platform. Client and member communications are coming soon.

[View timeline](#)

Geisinger accolades

Geisinger recognized as top employer by military organizations

Geisinger has been recognized as a top employer for its continued support of military veterans and active service members with two recent designations. They also earned the 2024 Military Friendly[®] Employer with Gold distinction designation by VIQTORY and was also recognized by Military Times on its 2023 [Best for Vets: Employers](#) list.

[Read about this honor](#)

Geisinger clinicians recognized

Our patients ranked 278 Geisinger clinicians — including physicians and advanced practitioners — among the best in the country, according to Press Ganey's 2023 medical practice survey results. This survey allows patients to grade clinicians' service and care. See who made the list.

[Read the list](#)

New sales and broker tools

We're always adding and updating resources to help you better serve your clients. Each month, we'll let you know what's new. Check out the latest:

- Top 5 reasons to choose an HMO
- ASO case study
- Top 7 reasons to choose ASO
- Employer wellness resource guide

Resources:

- [Commercial group resources](#)
- [Commercial group benefits](#)
- [Employer Portal](#)
- [Individual resources](#)
- [Individual benefits](#)



This bulletin is designed to be a helpful guide to administer the health plan to your clients. The group master policy, summary plan description, group subscription certificate and any applicable amendments or riders are the governing documents.

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