

# Health Care Practice

An integrated approach to meet the financial and risk-related needs of health care organizations





# Solutions For Health Care Risk Management

Today's health care industry faces a number of emerging risk issues related to health care reform, the shift from fee-for-services to outcomes-based compensation, the switch to electronic medical records, and new approaches to address population health and quality of care. At the same time, the industry must also manage traditional risks including malpractice claims, workers' compensation costs, property exposures and many diverse liabilities in a very competitive environment driving reduced revenues. As a result, health care providers need new ways to manage risk that combine innovative solutions with a deep understanding of the industry's issues and requirements.



# Industry-Leading Experience and Expertise

## Aon Risk Solutions'

### Health Care Practice offers:

- Over 35 years of experience as a dedicated practice and team
- A dedicated National Practice group of 18 professionals to support dedicated Health Care centers of excellence in Aon's six regions with alignment to dedicated Health Care professionals in analytics, captive management, risk control, employee benefits, and treaty reinsurance.
- Broad experience in consulting and managing health care captives in both not-for-profit and for-profit sectors
- Expertise in mergers, acquisitions, divestitures, due diligence and solutions to allay transactional concerns
- Service, broking and advice provided to several hundred major health care providers including integrated delivery systems, extended care, individual hospitals, and managed care companies

- Capabilities to service clients' employee benefit and health reform consulting needs through our leading health and benefits consulting practice

### Aon Risk Solutions' Health Care Practice provides solutions across the health care industry to:

- Physician Groups
- Individual Hospitals
- Senior Care Facilities
- Managed Care Organizations
- Insurance Companies
- Ambulatory Care and an entire spectrum of Provider Services
- Health Care Systems including University-affiliated, Not-for-profit and For-profit systems

## Comprehensive Integrated Solutions

At Aon, we design total solutions for the specific needs of each client. With that goal in mind, we bring together a wealth of resources, tools and capabilities to help:

- Optimize risk capital through alternative finance approaches, including captives
- Quantify and lower the client's Total Cost of Risk (TCOR)
- Minimize financial volatility tied to risk financing decisions
- Benchmark performance over time
- Leverage our leading market position and investments in technology to streamline client costs associated with the risk transfer process





# Capabilities and Client Services

## **Marketing and Servicing**

The Aon Risk Solutions' Health Care Practice provides support for all lines of coverage, develops the analysis of current risk transfer programs, delivers insurance/reinsurance program structure planning and design, serves as captive and alternative risk consultants, and renewal proposals. In addition, we provide managed care and medical/provider stop-loss broking to support medical excess loss insurance programs.

## **Risk Control Services**

We offer clinical and enterprise risk management consulting to help enable strategic, long-term risk mitigation for health care organizations. Our services also address exposures in management liability, workers' compensation and property. In addition, we have partnered with various organizations to bring clients the highest level of expertise to mitigate risk.

## **Delivery System Transformation**

Aon has developed a set of financial, clinical, and market-driven deliverables to assist our health care clients navigate the payment transformation landscape. The process of accurately assessing the risks associated with these emerging payment transformation models (and identifying/implementing the appropriate clinical, operational, and financial

strategies to address these risks) is critical to the successful navigation of the payment transformation landscape to ensure a positive clinical and financial outcome.

## **Actuarial and Analytical Services**

Through our analytical services, we develop loss and exposure summaries, provide retention and cost-of-risk analysis, develop analytic trends, execute pro forma financial modeling and produce actuarial and benchmarking services. Our actuarial and analytical capabilities include the analysis of existing alternative risk financing vehicles and recommendations for new structures. In addition, we provide direct feasibility studies and input, direction and implementation of alternative risk financing vehicles.

## **Benchmarking Services**

Aon's GRIP benchmarking reports and resources address and include: coverage limits, retention and pricing studies, hospital, employee benefits, physician and long-term care liability claims, health care captive studies and custom reports.

# Support and Aligned Services

We serve clients with excellence through capabilities in risk, broking and human capital supported by our technology and tools. Passionate about client value, Aon doesn't just provide creative solutions, we pursue excellence to help our clients achieve profitability, growth and continuity.

## **Aon GRIP®**

Providing Greater Value  
and Lower Costs

Aon's Global Risk Insight Platform (GRIP) is the world's largest proprietary database of insurance placement data, providing insight into more than USD 50 billion of premium and over 800,000 opportunities to quote.

GRIP helps our brokers gauge the insurers most likely to best perform on a given placement and develop a focused broking strategy tailored to the individual client's risk attributes and real time market feedback. By recording quotes as they are received and aggregating this data, Aon brokers are best positioned to anticipate marketplace changes. GRIP provides our brokers a clear advantage in carrier negotiations, since Aon is armed with the most complete and current set of facts available in the industry.

## **Aon Benchmarking Studies for Optimized Program Design**

Aon's benchmarking studies for hospitals, physicians, captives and long-term care are widely accepted as the industry standard. All participating health care companies receive a copy of the study free of charge. Aon can also customize the benchmark data to an individual health care company for a charge.

## **Aon Hewitt**

Comprehensive Solutions for Human Resources. Aon Hewitt is the global leader in human resources consulting and outsourcing solutions. We partner with organizations to improve business performance and to solve their most complex benefit, talent and related financial challenges. Aon Hewitt designs, implements, communicates and administers a wide range of human capital, retirement, investment management, health care, compensation and talent management strategies. Aon Hewitt professionals aid companies undergoing organizational change through mergers, acquisitions, spin-offs, divestitures, joint ventures and other activities by assessing and structuring leadership teams, addressing organizational and workforce effectiveness and optimizing the efficacy of HR programs.

**Aon Benfield**

Aon's worldwide reinsurance entity, Aon Benfield, is the largest reinsurance broker in the world, offering reinsurance brokerage, analytical services, alternative risk financing vehicles and wholesale brokerage services. With offices in more than 40 countries around the world, Aon Benfield has access to all aspects of the global reinsurance market.

**Aon's Clinical Solutions Group**

The mission of Aon's Clinical Solutions Group is to partner with our health care client organizations to help them deliver high quality, safe, efficient and cost effective care in a rapidly changing, value-driven health care economy. Aon's Clinical Solutions Group collaboratively partners with our clients to help them identify and mitigate clinical, regulatory, operational, financial and professional liability risk exposures. Additionally, our goal is to help our clients prepare for emerging value-based payment models by assisting them in efforts to more effectively clinically integrate and, where necessary, assist in the execution of specific clinical redesign strategies.

**Aon Client Promise®**

The Aon Client Promise describes the way we work together with our clients, what they can expect from us, and the value we will deliver. It is our promise to ensure our clients receive value and personalized service based on their individual business needs. Comprised of five pillars—partnership, expertise, innovation, excellence, and results—the Aon Client Promise articulates the commitment we make to our clients.

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## About Aon

Aon plc (NYSE:AON) is the leading global provider of risk management, insurance and reinsurance brokerage, and human resources solutions and outsourcing services. Through its more than 66,000 colleagues worldwide, Aon unites to empower results for clients in over 120 countries via innovative and effective risk and people solutions and through industry-leading global resources and technical expertise. Aon has been named repeatedly as the world's best broker, best insurance intermediary, best reinsurance intermediary, best captives manager, and best employee benefits consulting firm by multiple industry sources. Visit [aon.com](http://aon.com) for more information on Aon and [aon.com/manchesterunited](http://aon.com/manchesterunited) to learn about Aon's global partnership with Manchester United.

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