Health Care Practice

An Integrated Approach to Meet the Financial and Risk-Related Needs of Health Care Organizations
Today’s health care industry faces a number of emerging risk issues related to health care reform, the shift from fee-for-service to outcomes-based compensation and the switch to electronic medical records. 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.
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

Industry-Leading Experience and Expertise

Aon Risk Solutions’ Health Care Practice offers:

• Over 30 years of experience as a dedicated practice and team
• A coordinated team of over 150 health care experts in the U.S.
• 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 alay transactional concerns
• Service, broking and advice provided to more than 800 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
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, and prepares market submissions 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.

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.
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 Client Promise

The Aon Client Promise is a 10-point program developed to create distinctive value based on a deep understanding of each client’s business and risk issues. A consistent methodology for delivering value and services helps ensure all clients receive the best customized risk advice and brokerage services in the industry, regardless of their location, industry or market segment.

Key Elements of the Aon Client Promise:

• Global, uniform approach
• Full transparency around how we create and deliver solutions to clients
• Customized Aon Client Promise Plans based on each client’s needs and priorities
• Team accountability through the Aon Client Promise Assessment and measurable scorecard via Aon Client Promise Review
Learn More

Aon professionals can provide your organization with the experience, tools and deep industry expertise required to maintain a competitive edge in today’s economy. Contact the following representatives to learn more about specialized solutions from Aon Risk Solutions’ Health Care Practice.

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