



For over 30 years, Health New England has been offering flexible, comprehensive plan design options for employers who choose to self-fund. We are able to make self-funding less complicated and have years of experience managing health plans for employers of various sizes, across many different industries.

From small private companies to municipalities and integrated hospital systems, Health New England delivers customized self-funding solutions. As the market continues to change, Health New England is able to provide self-funded employers with flexibility and control to help maximize their savings potential.

Health New England delivers solutions



"We were able to work together with Health New England to design a plan that was cost-effective and offered great health care benefits. We didn't want to short-change our employees on health care. Probably the best value for the dollar is the utilization review service of clinical care, and knowing that they always follow our specific plan design."

Kelly Cerino
Director of Benefits, Compensation and HRIS
Sisters of Providence Health System
Springfield, MA

Frequently Asked Questions about Self-Funding

Q What is self-funded vs. fully funded?

A Self-funding is a type of employer-sponsored health plan where the employer assumes risk and responsibility for health care claims and a third-party administrator provides contracted administrative services. Health New England's services include care management, formulary management and other administrative functions, such as plan design guidance, provider contract negotiations, claims and cost containment analysis, and much more.

With a fully funded health plan, the employer pays a monthly premium to an insurance carrier who assumes the risk and pays the health care claims. The premiums are fixed for the plan year, and are paid based on the number of employees enrolled in the plan. The insurance carrier then pays claims based on the policy's benefits.

Health New England has over 30 years of experience in providing flexible, comprehensive plan designs to fit your company's needs and budget.

Q How is my company protected from large medical claims if self-funded?

A Most employers seek to mitigate the financial risk of paying large claims by purchasing stop-loss insurance from a reinsurance carrier. Stop-loss insurance limits an employer's risk for a specific member's claims and/or an aggregate of the group's claims. The employer still pays for the medical claims received by their members, but claims in excess of the individual stop-loss deductible or aggregate deductible are reimbursed by the stop-loss carrier.

Health New England has preferred relationships with several of the nation's top rated reinsurance carriers.

Q Why do employers choose to self-fund?

A Self-funding is a great option for employers who are looking for an opportunity to control costs and manage risk by:

- Reducing administrative costs
- Eliminating premium taxes
- Being exempt from state mandated benefits as allowed under ERISA

Self-funding allows employers to design health plan benefits to meet their needs instead of purchasing an "off-the-shelf" plan from an insurance carrier. Instead of paying a premium to an insurance carrier, employers manage cash flow by paying claims as they are incurred, along with a small administrative fee.

Health New England will help you determine if self-funding is the best choice for you and your employees.

Q How do I find out if self-funding is right for my company?

A Health New England will work with you to determine if self-funding is appropriate for your company. If it is, we will collaborate with you and your broker to secure reinsurance quotes and select a plan design to fit your needs.

Contact your broker or a Health New England Sales Representative to learn more.

Our No Risk Offer

Let us show you how to save money and control costs with Health New England! We will review and compare your current plan at no cost to you.

Call **(413) 233-3535** today for a risk-free analysis.

So what makes us different?

Health New England's value comes from our strong provider network and medical management services. We have the leverage to negotiate attractive contracts and focus on quality of care. In addition, Health New England partners with a number of top rated reinsurance carriers that understand our value.

Want to learn more about Health New England and our self-funding program?

It's easy to get started!

Just provide the following information, along with your group health plan's effective date, and we will take it from there:

1. A census of your eligible employees (including their dates of birth and zip codes)
2. Monthly paid claims data (most recent 24 months) and a large claims report
3. Monthly subscriber and member counts (most recent 24 months)
4. A copy of your health plan documents describing current benefits

We provide the support to help your business manage risk and contain costs.

Here’s how we do it:

Health New England’s experience in care management, contract negotiation and claims adjudication will help your business meet its financial needs.

- Coordinated management of medical, pharmacy and behavioral health services
- Formulary management
- High-risk case management
- Utilization and chronic disease management
- Hospital bill review
- Single-case negotiation
- Out-of-network discounts
- Provider contract negotiation

We’ll make your plan administrative services easy and help you save time and money so you can focus on your business, not on your health plan.

- Low administrative fees
- Reinsurance partners providing comprehensive coverage and low premiums
- Custom benefit plans to fit your business needs
- Online tools for employers, brokers and members
- Consultative health plan reporting and analysis
- Dedicated sales and service teams to partner with you and your broker

Health New England plans include:

- Access to all network hospitals
- No referrals to see in-plan specialists
- Worldwide coverage for emergency and urgent care
- Access a physician 24/7 with Teladoc™
- Healthy Directions worksite wellness program and web portal powered by WebMD® Health Services

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Where you matter.

At Health New England, our mission is to improve the health and lives of the people in our communities, and we are deeply committed to the individuals we serve every day. Based in Springfield, Massachusetts, we have been meeting the health care needs of our members for more than 30 years.

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A photograph of the Springfield, Massachusetts skyline at dusk, with several tall buildings illuminated and their lights reflecting on the water in the foreground.

Health New England

Your Self-Funding Solution Partner

You have the control.
We provide the support.

A decorative graphic in the bottom right corner of the slide, consisting of several overlapping, semi-transparent blue circles or waves.

