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Positioning Self-Funding to Clients

Think self-funding is a good option for your clients, but not sure how to position it? With Point C, making the move is well within reach.



How Self-Funding Addresses Your Clients' Top Concerns

Rising Premium Costs

WHY IT'S IMPORTANT: Rising healthcare costs continue to put a strain on employers.

HOW TO POSITION: Self-funded employers pay healthcare claims directly, offering potential savings over fixed insurance premiums.

Low Employee Retention

WHY IT'S IMPORTANT: Healthcare benefits have a big impact on employee retention rates

HOW TO POSITION: Self-funding helps boost retention by lowering costs, customizing benefits, and increasing satisfaction.

Lack of Control

WHY IT'S IMPORTANT: Traditional health plans are designed as one-size-fits-all, lacking control and customization.

HOW TO POSITION: Self-funded plans give employers control to tailor benefits, cut waste, and manage claims directly.

Limited Data Insights

WHY IT'S IMPORTANT: Traditional insurance models lack plan and population analytics.

HOW TO POSITION: Self-funding provides better insights, allowing employers to identify cost drivers and make more informed decisions.

The Point C Advantage

Point C is a national, independent TPA with local market presence that delivers customized self-funded benefit programs. We offer strategic in house services and partner with leading networks to go beyond, delivering a better self-funded experience.

- Lower Costs.
- Better Care.
- Proven Results.

In-House Member Support
30 licensed clinicians

Efficient Pharmacy Management
10% average savings after rebates

Operational Expertise
99.9% claim accuracy

Go Beyond, with Point C

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Important Steps to a Self-Funded Health Plan

Connecting with clients early ensures there's time to explore self-funding, build the right plan, and make a smooth transition.

1

Clear Resources

Start by providing your client with clear resources that explain how self-funded health plans differ from fully insured ones. This helps them understand the benefits, risks, and overall structure of self-funding.

2

An Experienced TPA

You need a TPA partner that will help you navigate these conversations when the time comes. One with the industry expertise and dedicated staff to make the switch clear and immediately beneficial for your clients.

3

Self-Funded Guidelines

Go over the criteria to ensure your client understands and benefits from self-funding: financial stability, risk management strategies, stop-loss insurance, and understanding workforce healthcare utilization.

Many companies have a mission.
We are a mission with a company.

CONNECT WITH AN EXPERT TO

Explore Your Options

Learn more about how self-funding can benefit you and your clients by connecting with our team. Our experts will help build a custom solution to guide your clients and help with the transition.

Go Beyond, with Point C