



**Building a Healthier Future for  
Automated Building Systems**  
A Level-Funded Insurance Case Study



Sinclair Risk and Financial Management custom-builds group medical plans using best in class partners to take the plans to the next level. These plans allow our clients to maintain current benefits while allowing profits to stay within the plan. One company that took control of their healthcare costs with [level-funded insurance](#) is Automated Building Systems, an energy management systems contractor based out of Glastonbury, Connecticut.

### What is Level-Funded Insurance?

Level-funded insurance, a hybrid of self-funded and fully funded plans, combines financial predictability with the opportunity for the employer to benefit from a favorable claims year. Monthly premiums and other fees are fixed based on the number of covered employees. When fewer claims are made than are projected, the employer receives a credit.

Level-funded plans include a stop-loss insurance policy that guards against abnormally large claims; they are also exempt from some taxes.

### Automated Building Systems Saves with Sinclair

Our level-funded plans have significantly reduced insurance premiums for clients without sacrificing coverage or service. Automated Building Systems, who long had been plagued with rising insurance costs, turned to us for a solution two years ago, and they haven't looked back since.

As the Chief Financial Officer of Automated Building Systems, Rob Heiner, explained, "With medical plans, the biggest thing to manage is cost. We saw consistent increases across the board, [then] Sinclair allowed us to have more visibility into the claims and what was driving those increases, and therefore manage our cost."



**Rob Heiner**  
Chief Financial Officer  
Automated Building Systems, Inc.  
Glastonbury, CT



**Matt Bauer**  
President  
Sinclair Risk & Financial Management

**Benefits of Sinclair's level-funded plan include:**

- Plan retains 100% of profits or surpluses
- Employer pays level or flat premium payments
- Customizable plan designs
- Access to detailed claim data to make informed decisions
- National carrier networks of doctors and hospitals

To further customize the plan and meet the needs of our client, we implemented telemedicine. Not only did this greatly reduce their claims, it also saved a lot of time. "In addition to that, we worked on implementing a communication campaign and an education campaign to reduce the use of the emergency room. And we were able to create a plan where they were able to retain 100% of all profits of that medical plan," explained Matthew Bauer, president of Sinclair.

**"I think the level-funded plan allows the company to provide its employees with the strongest benefit it can. We have nothing but good things to say about it, and I think others would, too."**

*– Rob Heiner, Chief Financial Officer*



**WALLINGFORD, CT**  
(203) 265-0996  
35 Thorpe Avenue, Suite 200  
Wallingford, CT 06492  
srfm.com

**SPRINGFIELD, MA**  
**NORWALK, CT**  
**PAWTUCKET, RI**  
**NAPLES, FL**