

# Builders Exchange Health Care Purchasing Consortium



In 2013, Builders Exchange built a health care purchasing group for our members. We recognized that many of our members were struggling with rising health insurance costs and looking for a better way to buy in the marketplace. The original thirteen firms included four members of the Builders Exchange Board of Governors.





*“Joining the Builders Exchange Consortium saved us almost \$300,000 in the first year alone. We also improved and broadened our plan offerings. I encourage you to check it out.”*

- Vic Salerno, CEO,  
O’Connell Electric

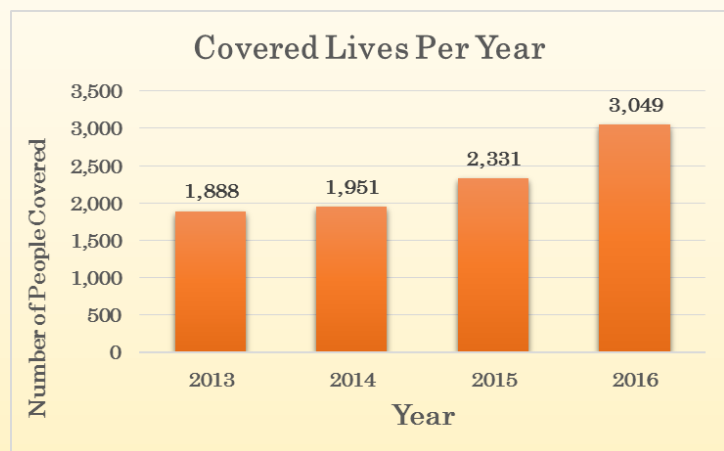
*“The Builders Exchange Consortium was a no brainer for us. Together the company and our employees saved more than \$250,000 and the ROBEX plans were better with more coverage.”*

- James Hofford, HR Director  
Wilmorite

The Builders Exchange Consortium has considerable leverage in premium negotiations with insurers and has excellent claims experience. The consortium is growing and adding additional members each year.

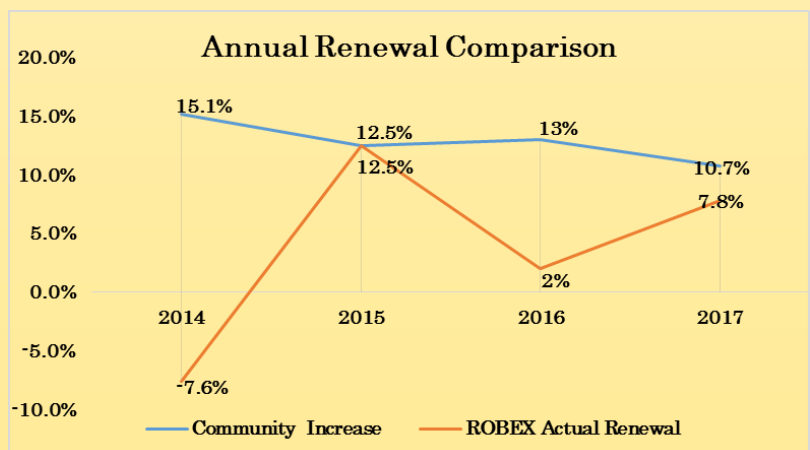
## Why Should Your Company Join?

- ◆ Strength in Numbers = Increased Purchasing Power
- ◆ More Insurance Plan Offerings for Your Employees
- ◆ Substantial Discounts on voluntary benefits, such as dental and vision
- ◆ Consortium Members saved **36%** compared to community/block increases over four years



## Eligibility Requirements:

- ◆ Must be a member of Builders Exchange of Rochester
- ◆ Have over 50 employees
- ◆ Sign a Broker of Record Letter with Brown & Brown
- ◆ Meet underwriting requirements and be approved by insurer



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