



“If you’re happy with rate hikes and the status quo then Intercare is not for you. If you want a broker and partner who is innovative, thinks outside the box and is a true strategic partner that stands by your side, then Intercare is the obvious choice.”



Cheryl Berg

HR Generalist

CLARK Security Products

Number of Employees: 366

Their Challenge:

CLARK Security Products, the nation’s leading independent wholesale distributor of security products and services, was “sick and tired of being sick and tired”. Prior to selecting Intercare as their broker/consultant, CLARK would sponsor the occasional flu shot clinic in their corporate office, thought they knew what risk factors plagued their population and were strictly focused on controlling their employee benefit costs and renewal rates– they were trying to stop the bleeding. CLARK knew they had to do something to control their employee benefit spend. They wanted to save money, but they also wanted to do it in a way that encouraged and improved employee health.

Our Solution:

With Intercare’s partnership, CLARK dove into a value-based benefits plan design and **shifted their thought process from managing disease to managing health**. In their first year of adopting a culture of wellness, CLARK implemented a company wide Health Risk Assessment. In order to enroll in their richer benefits, lower cost Gold Plan you had to complete the HRA. It didn't matter what your results – good or bad– if you completed the HRA you were automatically enrolled in the Gold Plan.

Success:

- 77% HRA Participation
- Identified obesity, physical inactivity, use of sleep medication and smoking as their top four company risk factors
- Identified a 29 year old diagnosed with stage one thyroid cancer
- Detected extremely high cholesterol in a 27 year old - considered a walking heart attack by their doctor
- One employee’s caloric intake went from 4000-5000 calories per day to 1700-2000

CLARK has observed a noticeable change in their employees’ health and has seen wellness becoming more a part of their culture. They understand that their employees are their biggest asset and if they don’t invest in those assets, they can’t expect their company to grow and continue to be successful. They are not focused solely on how much they spend in compensation and benefits- they are also focused on investing in their people and how to keep them as healthy and productive as possible. CLARK is all about growing people, growing profits and sharing rewards and Intercare helps them incorporate this philosophy into their employee benefit plans.



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