

# CHAMBER SPECTRUM BENEFITS SAVES OVER \$173,000 FOR RESTAURANT FRANCHISEE



THE BENEFITS OF MEMBERSHIP

Kaizen USA is a restaurant management company specializing in Denny's and Popeyes franchise operations in 4 different states.

Health insurance cost increases over the last 20 years combined with the economic impact of COVID in 2020 and 2021 created a "perfect storm" of lower sales and escalating costs.

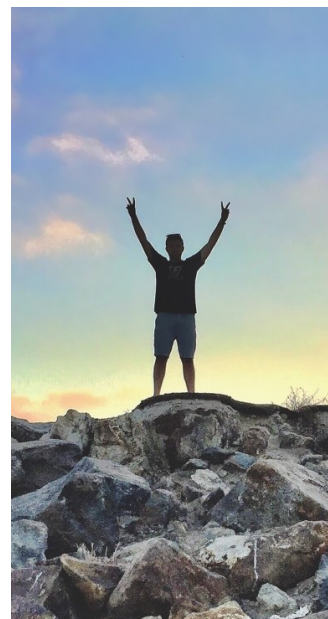
The expense reduction through the implementation of Spectrum Health was equivalent to a sales increase of over \$4.4 million in 2021!

## BACKGROUND

- Medical cost increases led to premium expense increases for the employer and out-of-pocket cost increases for the employees.
- Premiums spiked in 2020, resulting in an increase to over \$1 million in insurance premium expenses for 40 participating employees.
- Cost shifting strategies through the years resulted in an average annual deductible of over \$5,000 for employees.

## SPECTRUM HEALTH SOLUTION

- Kaizen partnered with Taylor Insurance to implement Chamber Spectrum Benefits through the Greater Seminole Area Chamber of Commerce.
- Economies of scale pricing through the platform allowed Kaizen to implement an affordable, turn-key insurance solution.
- Simplified plan structure allows employees to understand benefits better, allowing for better utilization.
- National networks provided employee access to high quality providers in 4 different states.



## RESULTS

