

Brooklyn Business Saves Over \$100K Annually

Escaping PEO Frustrations with PPI

Client Snapshot

Client: Brooklyn-based Services Company

Size: 65 Full-Time Employees

The Challenge

After 10 years with a PEO since their startup phase (15 employees), this growing Brooklyn firm faced a staggering 67% medical renewal increase. Beyond the cost, they were frustrated by the PEO's poor communication, confusing benefit options, and impersonal service. The bundled PEO admin fees were costing them an additional \$150 per employee per month (\$117,000 annually). They needed significant savings, clearer benefits, better support, and a partner who understood their needs.

The Solution

The company partnered with PPI Benefit Solutions to transition away from the PEO. PPI analyzed their needs and employee demographics, proposing a streamlined benefits package with three tailored medical plan options (High, Base, Low). PPI managed the entire transition, setting up carrier connections, EDI feeds for simplified administration, and implementing their user-friendly benefits platform.

“Leaving our PEO felt daunting, but PPI made it seamless. We cut our medical increase in half, saved over \$100,000 in admin fees alone, and finally have benefits that make sense for our team. The level of support from PPI is night and day compared to the PEO – they actually know who we are and are proactive in helping us.”

– HR Manager, Brooklyn Services Company

The Results



Dramatic Cost Savings

PPI's strategic plan design reduced the medical premium increase from 67% to 30%. Eliminating the PEO admin fees saved the company an additional \$117,000 per year (\$150 PEPM).



Improved Employee Experience

The clearer, more relevant benefit package led to increased employee enrollment and engagement. Employees gained access to PPI's intuitive portal and MyChoice mobile app.



Streamlined Administration:

State of the art technology with consolidated billing, automated EDI feeds and COBRA Admin reduced the HR team's manual workload and minimized errors.



Enhanced Support:

The company gained a dedicated PPI account team, providing responsive, knowledgeable service that they lacked with the PEO.

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