

GIVE CLIENTS A REASON TO CALL YOU BEFORE RENEWAL - NOT JUST AT RENEWAL.

Claims analytics, benchmarking and renewal negotiation are essential. Employer-Side Healthcare Forecasting creates a new advisory surface throughout the year.

\$1B

healthcare economics under advisory*

\$10M

every 1% across that base

12 MONTHS

of strategic client relevance

THE FIRE

A broker can be excellent at explaining claims and negotiating renewal yet still leave the client without an independent employer-side signal showing whether measured metabolic risk is improving, deteriorating or stable.

THE RELIEF METRA PROVIDES

Metra gives the advisor a reason to engage Finance, CHRO, Total Rewards and Procurement throughout the plan year - then carry accumulated employer-owned evidence into renewal.

THE OUTCOME

PROTECT THE BOOK. DEEPEN EXECUTIVE RELATIONSHIPS. DIFFERENTIATE RFPs. BECOME HARDER TO REPLACE.

LEVEL-FUNDED | PERFORMANCE

Do not wait for year-end experience to be your first meaningful signal.

DURING THE PLAN YEAR

During the year: compare measured risk movement with plan experience and program investment.

AT RENEWAL

At renewal: bring the accumulated signal beside carrier experience and renewal assumptions.

WHY THE ECONOMICS MATTER

For an illustrative 40-client book averaging \$25M in healthcare economics, roughly \$1B sits under advisory. Every 1% across that base equals \$10M of economic consequence - not promised savings, but a clear reason clients need stronger governance.

ATTESTED METHODOLOGY Metra's Employer-Side Healthcare Forecasting methodology has received independent actuarial attestation.

EMPLOYER-SIDE HEALTHCARE FORECASTING STRATEGY CALL

Put the capability to work before the next healthcare decision arrives.

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