

# FLEXIBILITY • LEVERAGE • RESULTS

Mercer Portfolio Benefits Alliance (PBA) is a leader in providing cost-effective, streamlined solutions for Private Equity firms and their portfolio companies. PBA is based on a simple but powerful idea: leverage its purchasing power to secure competitive pricing.

## RESULTS

In 2006, Mercer was first to market with an innovative solution to help private equity clients maximize the value of their benefit spending. Since then, PBA has expanded its offerings to include health, retirement, communication, and compensation solutions:



- Eight-year track record of managing health care costs 2–3% below market trend.
- Annual reductions in Rx claims through discounting.
- Above-market clinical and operational guarantees.
- 97% retention rate of portfolio companies.

## TYPICAL SAVINGS



## OUR APPROACH

We help companies improve EBITDA by reducing costs and enhancing service levels:

- **In-house solutions:** Employee benefits, administration, compensation, and retirement solutions managed “in-house” by Mercer.
- **Dedicated PBA Team:** Track record in M&A, divestiture, and turnarounds.
- **Long-term trend management:** Analysis using Mercer’s proprietary clinical model, benchmarking, and data analytics.
- **Legislative advice:** Expert advice/support for navigating healthcare reform.
- **Portfolio companies maintain autonomy:** Control over individual contracts, plan design; no commingling of risks.
- **Multiple ownership structure:** Ability to remain in PBA upon monetization by PE sponsor firm; no increase in cost.

## WHY MERCER?

We ensure efficient spend across all employee benefits and the best value for your people. PBA’s comprehensive HR solutions offer competitive benefits to attract and retain talent.

- **Ability to flex to clients’ needs** based on company state, size, location.
- **Key partnerships** with market-leading vendors.
- **Integrated clinical model** focused on an individual’s total health, with guaranteed ROI and fees-at-risk.
- **Cutting-edge health care solutions**, including telemedicine, tiered networks, clinical initiatives, and **Mercer Marketplace<sup>SM</sup>** (a private benefits exchange designed to reduce costs, simplify administration, and provide expanded choice to your employees).

*“The PBA is a win/win for everyone: PE sponsors, companies, & employees.”*

– PE Executive