

## *U-Gas Looks to **ECCHIC** for Long Term Results*

In 2005, Perry Cheatham, financial advisor of U-Gas in Fenton, MO, decided that it was time to make a change in the way the gas station/convenient store funded their employees' health insurance. Cheatham researched and scoured the health insurance market, and decided that a group of cost-management health insurance professionals known as **ECCHIC** was the way to go.

After one year with the **ECCHIC** Group, Cheatham is confident that he made the right decision for long term results. "We did not save a tremendous amount of money the first year, but I truly believe that in the long run we will save thousands and thousands of dollars," explained Cheatham. "It is a long term commitment; some years will be good and some bad – hopefully more good than bad," he continued.

Although their first year with **ECCHIC** didn't save U-Gas an incredible amount of money, they now have a much better idea of where their health insurance funds are going and are able to control that. "We know where every dollar is spent," stated Cheatham. Benefit levels have also been stabilized since U-Gas began working with **ECCHIC**.

Mr. Cheatham credits much of his success with **ECCHIC** to the involvement of the third party administrators he works with from Benefit Administrative Systems (BAS). In fact, he says the level of communication with the BAS administrators is one of the **ECCHIC** program's strongest attributes. "I think the two third party administrators that we work with are very strong and committed to our long term success," said Cheatham.

When evaluating the **ECCHIC** Program, Cheatham says there are many aspects you should consider. He recommends, "Go to seminars and learn as much as you can. Talk to as many people as you can. Get as many opinions about what is right for your company. Make sure you have the financial ability to go to self-funding."

In the search for more affordable health care, U-Gas wanted to find a program that would yield long lasting results, from a company with a strong commitment to their work. This is exactly what they found when they came upon the **ECCHIC** Group.

## *U-Gas*

**LOCATION:** Fenton, MO  
**GROUP SIZE:** 200 Employees  
**CLIENT SINCE:** 2005

TO LEARN HOW TO GET YOUR COSTS UNDER CONTROL THROUGH PROACTIVE COST-MANAGEMENT, CALL US FOR A FREE CONSULTATION AT (314) 997-8865, TOLL FREE AT (800) 280-0010 OR VISIT US ONLINE AT [WWW.ECCHIC.COM](http://WWW.ECCHIC.COM).