

Communications Engineers, Inc. goes Behind the Scenes with their Health Insurance Plan

Annette Lowe, Insurance Administrator at Communications Engineers, Inc. in Springfield, IL, had never worked so closely with health insurance until her company began utilizing Howard Danzig's **ECCHIC** method in 2006. One and a half years later, Annette is the health insurance "guru" of Communications Engineers, Inc. and has the opportunity to see behind the scenes at just how their health insurance functions.

The **ECCHIC** Group has been providing solutions for *Employers Committed to Control Health Insurance Costs* since 1989. Their cost-management methods have stabilized insurance rates for dozens-and-dozens of public and private groups, ranging in size from two employees to hundreds of employees, saving them hundreds-of-thousands of dollars.

Not only has Communications Engineers, Inc. learned how to save money and manage their health care costs, but using the **ECCHIC** plan has also helped them to evaluate and improve other areas of their insurance. Immediately after joining with Howard Danzig's company, this employer group was able to keep their employee deductible at the same rate rather than raising it, add a wellness benefit at no additional cost to the employee, self-insure a life insurance benefit for employee spouses, and completely pay for their own dental plan instead of paying for a policy. And according to Annette, the perks of the switch have not stopped. "In 2008 we have decided that we are saving enough that we can drop our long-term disability policy, and if need be, pay for that ourselves," explained Annette.

"I easily see exactly where our money is being spent and have no problem backing my employer for making this decision," stated Annette regarding switching to **ECCHIC**. She goes on to explain, "I can't say enough of the good that has come from this change for us. We were very skeptical due to the old saying 'If it sounds too good to be true, it probably is,' but I'm here to say that what Howard told us was absolutely true." Annette also expressed much gratitude to the **ECCHIC** staff who she says, "Is always very friendly and helpful."

Communications Engineers, Inc.

LOCATION: Springfield, IL
GROUP SIZE: 15 Employees
CLIENT SINCE: 2006

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