

The Graham Company Launches Private Exchange

-- Philadelphia brokerage offers employers a unique solution for health benefit options --

PHILADELPHIA, PA – March 12, 2014 – [The Graham Company](#), one of the Mid-Atlantic region’s largest insurance and employee benefits brokerages, announces it is now offering a private health care marketplace for businesses. [The Assurex Global Private Exchange](#) is a private marketplace platform that gives employers an unprecedented range of administrative flexibility and employee health benefit options. The Graham Company, as an Assurex Global Partner, is proud to offer this flexible insurance plan customization to middle market employer groups.

In collaboration with leading employee-benefits outsourcing partner Businessolver, this private exchange allows employers to maintain a competitive advantage by offering best-in-industry benefits while removing the heavy lifting of benefits administration.

“This platform is all about choice, giving both employers and their employees options for designing a benefits plan that works for them,” said [Joe McGinty](#), Vice President, Employee Benefits Consulting at The Graham Company.

The key advantages of The Graham Company’s new private exchange include:

- The ability to choose either a defined contribution or a defined benefits plan
- A prepackaged set of medical and ancillary benefits for employers and their employees
- Support for Affordable Care Act record-keeping responsibilities
- Business data integration that enhances the benefit administration experience
- Flexible decision support tools that make employee choice easier

“Our product allows employers the flexibility to keep their current benefits program or choose from a wide variety of networks, plans and contribution strategies, including defined contribution strategies that limit employer costs,” said Jim Hackbarth, president and CEO of Assurex Global.

Within the next five years, nearly 20 percent of employees nationwide are expected to get their health insurance through a private exchange, according to Accenture Research.

The Assurex Global Private Exchange offers national and regional carriers, as well as a variety of ancillary options, such as vision, dental and voluntary product offerings. Depending on the market, specific plans and carriers may vary.

About Assurex Global

Assurex Global is the world’s largest network of privately held employee benefits, commercial insurance and risk management brokerages. With more than \$28 billion in annual premium volume and more than 500 partner offices, Columbus, Ohio-based [Assurex Global](#) combines the local expertise and global reach of international brokers on six continents.

About The Graham Company

The Graham Company is an insurance brokerage and consulting firm committed to enhancing employee safety and business viability through an action oriented approach to risk management. In business for over 50 years, The Graham Company focuses on customizing property and casualty, surety, and employee benefits programs for its clients. With its uniquely proactive approach to managing risk, The Graham Company is redefining what it means to be a broker because it believes Actions Matter. To learn more about The Graham Company, visit www.grahamco.com