



Insurance | Risk Management | Consulting

BUILDING Confidence Together

OASBO 2021

Interact with us in the chat box to win a FREE project of your choice from our expert Public Sector team!

Mini Diversity, Equity & Inclusion Assessment • Better Works Assessment • Workforce Evaluation

GLOBAL REACH. LOCAL PRESENCE.

Family-run business founded in

1927

\$5.0B Approx. Adjusted Brokerage & Risk Management Revenues (2020)

32,000+ Employees Worldwide

700+ Offices in 35 countries **150+** Countries Served

Our size provides negotiating leverage with an abundance of tools and resources!

Our local team provides excellent service!

— 90 YEARS OF TRUST —

Shared Values + Passion For Excellence = Promises Delivered

The Gallagher Way

25 tenets that have guided a team-oriented culture for 30+ years

Social Responsibility

Company wide focus on ethical conduct, employee health and welfare, environmental integrity and community service

“...2020 brought more change than anyone could have anticipated — but it did not change our values and ethics, which are crucially important to our customers.”

J. Patrick Gallagher, Jr.
Chairman, President and CEO
Arthur J. Gallagher & Co.

Gallagher named one of the **World's Most Ethical Companies® 2012-2021**
The ONLY insurance broker to receive such distinction



OUR HOLISTIC APPROACH TO RISK MANAGEMENT



EXPERIENCED TEAM APPROACH



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1. EXPERIENCE

✓ **Over 100 Ohio Public Sector Clients**

- States
- Counties
- Cities
- Municipalities
- Villages
- K-12 Schools
- Special Education Districts
- Other Government Employers
- Consortiums

✓ **90% are Self Funded**

PUBLIC ENTITY Stop Loss Pool	Public School Consortia Clients since 1992	NATIONALLY OVER 2,400 Public Sector Clients
Public Sector Focused TEAM MEMBERS		Successful Union Relationships
Team Leader: 30 Years of Experience		

EDUCATION

“Our Gallagher Team takes the time to educate our insurance committee, employees and administration on the important aspects of health care. This makes it easier when we are faced with the challenging decisions to change benefits or increase costs. They have a way of making the most complex issues, much simpler! It seems there is never an answer they don’t have!”



We Speak Your Language

2. SERVICES



Underwriting



Communications



Healthcare Analytics



Worksite



Pharmacy Practice



Compliance



Benefit Advocacy



Human Resources & Compensation

● ● ●
**ALL TOOLS
ARE
PROPRIETARY
AND
IN-HOUSE**

- Predictive Modeling
- Emerging Claimants
- 5-Year Forecasts
- Monthly Reporting
- Actuarial Certification
- Technology Consulting
- Engagement Plans
- Wellbeing Initiatives
- Benchmarking



Access to Resources

3. RESULTS

Experience and Service are not important unless you also have results!

Our clients rave about our ability to negotiate better contract terms, improved discounts, increased rebates, bonus dollars from their vendors to spend on wellness, technology or communications – and more. Gallagher gets RESULTS!

“After years of double digit rate increases, we hired Gallagher as our consultant. After their analysis, we swited carriers and experienced a significant swing in our healthcare costs. For four years in a row, our funding rates have not increased and our reserve balance more than doubled.”

Mahoning County School Employee Insurance Consortium
12 School Districts
Tom Yazvac, Superintendent of Springfield Local Schools
Board Member of Mahoning County School Employee Insurance Consortium



Survey Says: 100% Satisfaction