



## NEBCO CORPORATE PROFILE

The employee and retiree benefit industry has faced sweeping changes and unprecedented economic challenges in recent years. Yet in the face of new regulations, ever-evolving technology and increasingly complex employee issues, National Employee Benefit Companies (NEBCO), headquartered in Warwick, Rhode Island, has continued its steady growth into one of the leading benefit wholesalers and third-party administrators in the country.

Why have we succeeded? Because no one works harder to understand our increasingly complicated industry and no one applies that hard-earned expertise more effectively than NEBCO. We know our customers' needs, the trends that shape the benefit landscape and the latest regulatory changes that directly affect their companies.

We also know that knowledge alone isn't enough. NEBCO backs its expertise with an ardent advocacy for each of our clients. Our business is group benefits, but our customers get individual attention. That's why NEBCO has never lost a customer in our more than a dozen years of existence.

### **Growth through quality**

Since our inception in 1991, NEBCO's experienced team of skilled professionals has assisted clients of all sizes and industries in meeting benefit challenges. By partnering with brokers, NEBCO develops, markets and administers a full range of health and life insurance programs to organizations and employers of all sizes and across all industries.

NEBCO grew by 137 percent in 2003 alone and now administers more than \$127 million in premiums.

### **OUR MAJOR OFFERINGS INCLUDE:**

#### **Retiree Benefit Advantage™**

Through Retiree Benefit Advantage, NEBCO has grown to become the industry leader in group retiree medical solutions at a time when record numbers of Americans are reaching retirement age.

Dramatic changes in the health insurance industry have made retiree medical benefits an enormous financial and administrative burden for most organizations. NEBCO assists employers – whose time, finances and resources are often spread thin – in minimizing health insurance costs while tackling a growing administrative burden.

NEBCO's administration of open enrollment, billing and collections, and ongoing resolution of customer service issues lifts still more of the weight from organizations trying to meet the growing challenges of providing and maintaining retiree medical benefits. NEBCO's breadth of options, understanding of the industry and individualized attention allow us to provide the most effective and cost-efficient combination of benefits.

The NEBCO Customer Care Center, dedicated solely to dealing with retiree medical issues, offers valuable expertise while having a positive impact on every person we touch.

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### **IdealScripts™**

IdealScripts uses time-tested predictive modeling based on extensive research and analysis to help employers find the best pharmacy options for the lowest cost while ensuring superior care for employees.

The result is one of the most-trusted pharmacy benefit management programs in the industry, allowing companies to conserve and maximize resources by reducing their administrative burden and their overall benefit expense.

IdealScripts' capabilities include claims adjudication; clinical services, customer care, Internet pharmacy and mail order services; national pharmacy networks; online reporting; preferred drug lists; and querying capabilities.

### **MemberNetUSA™**

Through MemberNetUSA, NEBCO helps associations nationwide develop, implement and manage full-service member insurance programs. They include health, life, dental, retiree medical, disability and long-term care products, as well as professional liability, property and casualty insurance products.

MemberNetUSA integrates enhanced technology solutions throughout the process, including private-label web sites developed for each client across a broad range of industries, such as associations, unions, affinity groups, chambers of commerce and employers.

### **Seal of approval**

NEBCO's impressive client list is a testament to our expertise and the effectiveness of our service offerings.

Organizations and companies such as Kmart Corporation, Saatchi & Saatchi, Brunswick Corporation and hundreds of others had an array of options for meeting their benefit needs, yet they chose NEBCO. And they have stayed with us.

The American Hospital Association (AHA) also selected NEBCO for its exclusive endorsement as administrator of retiree medical benefits for AHA's 5,000 member hospitals, health care organizations and related health entities.





**SAMUEL H. FLEET**  
President and CEO, NEBCO

With more than 20 years of health and benefit experience, Samuel Fleet has proven his unmatched expertise with the rapid rise of his company from a small regional organization to one of the most successful third-party insurance administrators in the country.

Fleet, who founded NEBCO in 1991, is sought after for his knowledge and experience as a speaker at conferences of the Professional Insurance Mass-Marketing Association, the National Association of Life Underwriters and other organizations.

Fleet's success has been recognized in such prestigious industry publications as *Employee Benefit News*, *Business Insurance* and *Employee Benefits Advisor*. He has also pioneered a groundbreaking online platform, which provides a custom-branded benefit website to each client.

Fleet is responsible for overall business development, client acquisition and operations. Over the past several years, he has positioned NEBCO as a leading industry administrator and authority of group retiree medical programs and solutions for clients across varied industries throughout the country.

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