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Press Release

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New APS Partnership Delivers Major Insurance Savings for Hospitals

Overland Park, KS (Jan. 23, 2019) – More than 300 hospitals and other healthcare organizations in Kansas and Missouri that rely on APS for innovative, cost-reduction solutions can now enjoy substantial insurance savings through a new partnership announced today.

The agreement between APS, the region’s leading healthcare group purchasing organization (GPO), and the Bukaty Companies will enable APS members and their employees to purchase MetLife supplemental insurance products at a guaranteed minimum annual savings of 5 percent versus existing premium costs. MetLife also will match or reduce premiums on short- and long-term disability and life insurance policies.

Guaranteed savings

Dennis George, APS’ chief executive officer, said savings could reach or exceed 25 percent for dental, vision, accident, critical illness, cancer, disability and life coverage, depending on the organization’s plan design, claims experience and other factors. He added there was a high likelihood MetLife will offer multi-year price locks with the discounts.

APS Members also will benefit from a one-time enrollment credit equal to 3 percent of the organization’s annualized total employee premium. Many hospitals likewise will be able to reduce administrative costs by consolidating their supplemental employee insurance lines from multiple vendors to one.

“In today’s environment, hospitals must constantly look for new opportunities to reduce costs while ensuring not only quality care but benefit packages that can attract and retain the best personnel,” George said. “Balancing these objectives can be especially difficult for small, rural hospitals. We are proud to announce an agreement with Bukaty and MetLife that delivers vital insurance solutions at rates typically enjoyed by only the largest healthcare organizations and their employees.”

Generous benefits, extensive networks

Joe Murray, a benefit consultant with the Bukaty Companies, based in Leawood, KS, said the benefit packages offered with the MetLife products in most cases will exceed hospitals' existing plan designs in areas like dental maximums and guaranteed issue for life insurance.

MetLife's network of dental and vision providers is among the largest in the country, but in the event a network provider is unavailable in a specific community, Murray said arrangements would be made to reduce, limit or even eliminate the beneficiary's out-of-network expense.

Servicing the policies will be handled by the Bukaty Companies, one of the Kansas City area's largest privately owned employee benefits and insurance brokerage firms. Dedicated staff will be available to address beneficiaries' network, payment and claims questions and concerns.

Murray said the APS-Bukaty insurance program was specifically designed to allow for a seamless transition from legacy brokers and carriers to Bukaty and MetLife, both for the sponsoring hospitals and beneficiaries. Simply providing a broker-of-record letter to Bukaty will allow the firm to gather the necessary information from existing carriers to complete the transition, with little or no effort on the part of the sponsoring organization's human resources department.

"The arrangement we've put together with APS is one of only three similar packages MetLife supports nationwide for healthcare providers," Murray said. "We are proud to be partnering with APS, and excited to be able to bring this valuable solution to essential community health providers across Kansas and Missouri."

About APS

Jointly owned by Kansas Hospital Association (KHA) and the Missouri Hospital Association (MHA), APS is a member-focused healthcare services company that increases contracting efficiency and reduces overhead costs for member-organizations by coordinating the research and development of product and services contracts. Based on the purchasing power of our members, our experienced team negotiates agreements with local and regional vendors, then passes along superior pricing, terms and conditions.