



The Leader In Customized Insurance & Benefits Solutions

The background of the slide is a dark blue-tinted photograph of a workspace. It features a laptop on the left, a notebook with a pen resting on it in the center, and some papers on the right. The overall aesthetic is professional and business-oriented.

About ECBM

We are an independent,
regional broker with a focus on
national risk management
through strategic consulting.

HOW WE PERFORM

“Your fee-only model is rooted in transparency- and that is exactly what ECBM provided.

We have clarity and peace of mind that our broker is working with our best interests at heart.”



Our 5-Step Risk Management Consulting Process



IDENTIFY & ANALYZE

Strategic advice about your organization's key business strategies including goals and setting benchmarks.



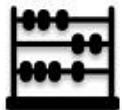
PROGRAM DESIGN

We develop a program that will protect your assets, reduce your exposures, and deliver cost savings.



MARKET

We create a unique sales pitch for each client that has been shown to attract the best carriers.



WE ARE ACCOUNTABLE

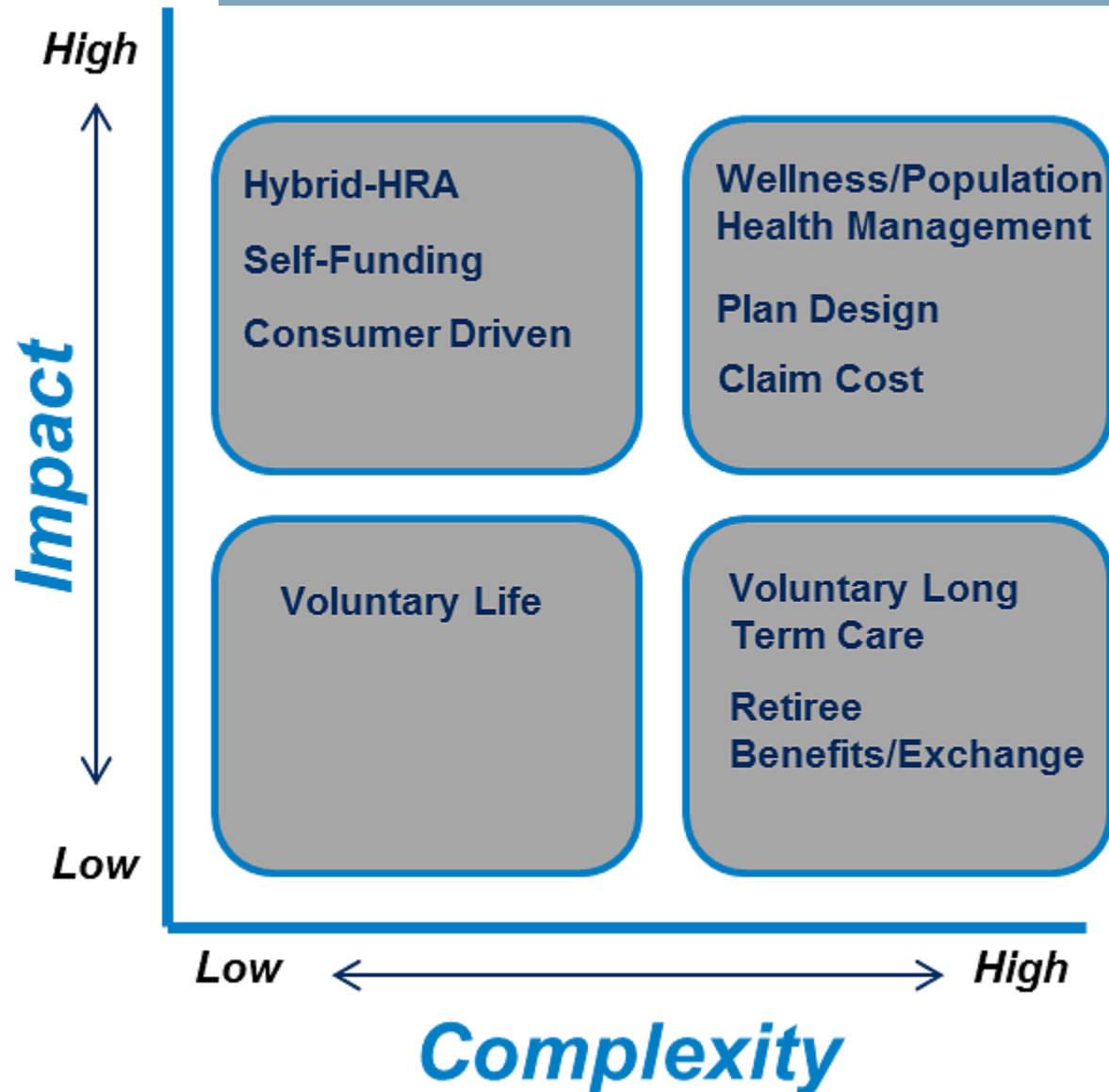
Our internal, independent quality management team monitors for quality assurance.



VALIDATE

Using the established benchmarks, we revisit your goals and objectives to gauge if your coverage needs to be modified as necessary.

Diagnostic Analysis Of Programs



Administrative Streamline

1. Identify All Vendors
2. Identify Individual Processes
3. Analyze Manual Process
4. New Automation Ideas
5. New Vendor Identification
6. Streamline Process
7. Make HR's Life Easier

1. Wellness Initiative Meeting

ECBM Ideas and Best Practices combined with Goals of the Organization. 5yr Plan Discussed

2. Wellness Provider Analysis

Providers, Components, Costs, and Concerns are evaluated

3. Year 1: Decision and Implementations

Wellness Design & Provider Relationships decided and implemented

4. Results

Wellness Results are reviewed and analyzed

5. Next Step Forward

Next Step Forward in Wellness Based on Year 1 results and review of 5-year plan.

A black and white photograph of a middle-aged man with short, dark hair, wearing a dark suit, white shirt, and patterned tie. He has his arms crossed and is smiling slightly. The background is a blurred office setting with large windows.

HOW WE PERFORM

“ECBM has provided us with the most interactive, proactive, and highest-quality broker support that I have ever experienced as a Risk Manager.

ECBM's staff obviously work very hard to provide us with services that meet our needs- whether it be the large opportunities or by catching the smallest details”

Employee Benefits Case Study

Specifications

Size: 340 Employees

Location: Philadelphia, PA

Business Type: Higher Ed.

1yr Savings (\$): \$1,109,271

1yr Savings(%): 21.5%

4yr Savings (\$): \$2,242,996

4yr Savings (%): 31%

Risk Management Case Study

Specifications

Size:	300 Stores
Location:	Nationwide
Business Type:	Department Stores
Claims Adjustment Savings:	\$100,000/ year
Legal Bill Review Savings:	\$150,000/ year
Shoplifting Practice Reform Savings:	\$200,000/ year
Total Savings:	\$500,000/ year

Workers' Compensation Claim Case Study

Specifications

Size:	\$3 Billion+ In Sales
Location:	Nationwide
Business Type:	Retail
Claim Closure Savings:	\$3,000,000/ year
Medical Network Repricing Savings:	\$1,000,000/ year
Medical Bill Auditing Savings:	5% reduction in legal fees
Collateral Negotiation Savings:	\$3,000,000/ year
Total Savings:	\$4,100,000/ year

ECBM's Leadership

It is important not only to develop service capabilities, but to create standards and methods for consistent delivery of the services we promise to our clients.



Charles Bernier
President



Gloria Forbes
Executive VP



Rick Eckert
CFO

More Than Just An Insurance Policy



Our services extend past what you may expect from an insurance broker, because ECBM is not only a broker, but a consultant; with your needs and goals correlating with our needs and goals.



We invest in leading technology to communicate and connect with you.



We do not offer one-size fits all solutions. We have the knowledge and expertise to design your program to achieve the best outcomes.

How Can We Help **You**?

Our focus is client-centered,
so we want to know how
we can help you.

So contact via the method
most convenient to you.

The sooner; the better.

Corporate Office

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