



Pictured are: Bill Scurzo, President (standing); Edward Westermann Jr., Vice President of Commercial Lines (seated, left); and Kevin Mohr, MBA, Vice President of Employee Benefits.

Solutions to Increasing Healthcare Costs

BCG Advisors

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No. of Employees: 5

Top Executive: Bill Scurzo, President

Product/Service: Employee Benefit Programs, Insurance

Year Founded: 1999

After a very successful career at Aetna, Bill Scurzo founded BCG Advisors in 1999 with a single vision: provide small businesses with unique ways to reduce their healthcare costs. The growth BCG has experienced is attributed to hiring the best and brightest talent, which includes more than 65 years of experience in the health and employee benefits industry.

“At BCG Advisors, we understand that most small businesses are not aware of all products and services available to them to lower their healthcare costs,” says Bill Scurzo, the firm’s president. “Our experts provide clients with innovative ways to reduce their costs without reducing benefits.”

“BCG Advisors’ innovative approach saved us \$160,000 the first year alone,” said the controller of one nonprofit organization.

The process begins with a Benefits Consultant thoroughly evaluating all aspects of the current benefits program, including current employee payroll deductions, utilization levels, demographics and current providers used. BCG Advisors uses this information to customize a solution that consistently provides significant cost savings with minimal employee disruption.

“Our customized, hands-on approach to servicing clients in day-to-day benefit needs translates into a significant increase in clients’ return on investment,” says Scurzo. “BCG Advisors acts as your outsourced benefits department, which enables you to concentrate on growing your business – not administering the benefits program.”

“The resources and services BCG Advisors offers far surpassed our goals and expectations. They were able to streamline our benefit program to gain extreme efficiencies saving us valuable time and money,” said the

business administrator at a New Jersey charter school.

A licensed Client Manager and a Client Benefit Administrator is assigned to each client in order to ensure every need is met. “We help our clients with everyday issues such as benefit questions, compliance and regulatory assistance, processing of paperwork and billing issues,” says Joanne Paolantonio, BCG’s Manager of Client Services. “BCG Concierge Services acts as an advocate for employees and their families to help them with specific benefit questions, ID card replacement, denied or incorrectly paid claims, pre-certifications and locating providers.”

Communication of the benefits program is essential to success. “The more employees know and understand about the benefits program, the higher their level of satisfaction. Therefore, we strongly feel that it is paramount that benefits are properly communicated to all staff in a simple and easy format,” says Kevin Mohr, BCG’s VP of Employee Benefits. “We will work with clients to customize a communication strategy that includes custom communication materials, memos to employees notifying them of the change and on-site informational meetings.”

In 2008, after years of client requests, BCG Advisors started a Commercial Insurance Division to provide clients with the same level of expert service. “Edward Westermann Jr. is a perfect fit for BCG Advisors” states Bill Scurzo. “His background and expertise in the commercial insurance marketplace along with his attention to detail and client service compliments what BCG Advisors has been providing clients for years.” These additional lines of coverage include Workman’s Compensation, Errors and Omissions, Directors & Officers, Employment Practices Liability, General Liability, Commercial Property, Commercial Auto and Special Events coverages. ■