



QUESTCO CASE STUDY

# Questco Cuts Healthcare Premiums by 50%



## QUESTCO CUTS HEALTHCARE PREMIUMS

Rio Grande E&P is a privately owned and operated South Texas company in the business of acquiring, exploring, and developing natural gas and oil assets. Founded in the middle of 2017, Rio Grande has drilled more than 500 wells, earned interest in more than 1,000 wells, and acquired more than 500,000 acres of oil and gas leases in the Webb County area. Just two short years later, in 2019, Rio Grande was able to acquire \$40 million in assets in South Texas.



# The Problem



With the growing concerns for labor shortages and record high separations from full-time jobs, a significant challenge in today's marketing is getting more workers in the door and keeping the ones you have. Rio Grande's problem was that they needed a cost-effective solution to attracting and retaining employees with excellent benefits packages. However, best-in-class medical benefits were cost-prohibitive at every turn.

CLIENT SUCCESS STORY: QUESTCO CUTS HEALTHCARE PREMIUMS



# The Resolution Process

Rio Grande started their process by searching online for better benefits but kept falling short of any good deals that offered significant cost savings. Then, they learned about Professional Employer Organizations (PEOs), an outsourced HR solution that gives small and medium-sized companies access to master benefits plans negotiated using economies of scale.

The next step towards achieving their desired results was to interview PEOs with an eye towards savings, tailored HR solutions, and ease of transition. It was this time that they encountered Questco and were impressed by their flexibility.

With Questco, they only paid for services they're using instead of paying for a bundle of services that may be underutilized. By the end of the process, Rio Grande E&P engaged them to help bring down the cost of benefits.



# The Results

Questco was able to dramatically lower Rio Grande E&P's healthcare premiums.

Rio Grande E&P also saw an uplift in better benefits with a positive ROI. With the help of Questco, Rio Grande was able to acquire their biggest win yet: best-in-class medical benefits that skilled workers are interested in, without the hassle of breaking the bank.

*"We saved over 50% on medical insurance premiums," Robert Swanson, VP of Finance and Accounting, says of working with Questco. "The savings were just incredible, and so we made the switch."*



# Contact Questco to Learn More

Get in touch with Questco today and discover how they can help your business thrive.

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