



# CLAIMS ADVOCACY

# WHY CLAIMS ADVOCACY?

ESM provides the tools and training for employers to return an injured worker back into a productive team member. Aligning all of the Workers' Compensation stakeholders ensures maximum benefit.

Our team of Claims Advocates empowers clients with expert advice focused on helping them make the most ethical, financial and legal decision when managing their Workers' Compensation claims.

Visit our website for more information on [Claims Advocacy](#).

Customers will also have access to ESM's INSITE portal where they will experience: Data Security, Compliance Library, Video Training and more.

Visit our website for more information on [INSITE](#).





# ESM's Value Proposition

35K+

## Claims Managed

We are **THE** subject matter experts.

\$20M+

## Client Savings

We provide a **proven** ROI.

98%

## Client Retention

We help you **retain** your clients.

75%

## Close Ratio

We help Agency partners **obtain** new opportunities

\$1B+

## Client Payroll

Our clients range from Fortune 500 to small employers.

\$500M+

## Client Work Comp Premium

We help our clients manage their X-Mods and Work Comp programs.

## Testimonials

Click below to see what some of our **notable clients** have to say.

[CLICK HERE](#)



# CLIENT TIERS 1 - 5

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# TIER I

## CLAIMS THAT IMPACT THE X-MOD: 2 - 4

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### Number of claims impacting the X-Mod 2 – 4 Claims

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Quarterly Claims Summary Reports	✓
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X-Mod Projection	✓
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Zoom Video QBRs	✓
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*Consulting hours per year	25
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Customer Success Support	✓
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INSITE Licenses	1
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Annual Fee	\$4,500
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Monthly Fee	\$375
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\*Hours in excess of 25 will be billed at consultant rate per the MSA.





# TIER 2

## CLAIMS THAT IMPACT THE X-MOD: 5 - 7

Number of claims impacting the X-Mod 5 – 7 Claims	
Quarterly Claims Summary Reports	✓
Semi-Annual Telephonic Claims Review	✓
X-Mod Projection	✓
Zoom Video QBRs	✓
*Consulting hours per year	35
Customer Success Support	✓
INSITE Licenses	1
Annual Fee	\$6,780
Monthly Fee	\$565

\*Hours in excess of 35 billed at consultant rate per the MSA.





# TIER 3

## CLAIMS THAT IMPACT THE X-MOD: 8 - 10

### Number of claims impacting the X-Mod 8 – 10 Claims

Quarterly Claims Summary Reports	✓
Semi-Annual Claims Review	✓
X-Mod Projection	✓
Zoom Video QBRs	✓
*Consulting Hours Per Year	45
Customer Success Support	✓
INSITE Licenses	1
Annual Fee	\$9,480
Monthly Fee	\$790

\*Hours in excess of 45 billed at consultant rate per the MSA.

# TIER 4

## CLAIMS THAT IMPACT THE X-MOD: 11 - 14

### Number of claims impacting the X-Mod 11 – 14 Claims

Quarterly Claims Summary Reports	✓
Semi-Annual Claims Review	✓
X-Mod Projection	✓
Zoom Video QBRs	✓
*Consulting Hours Per Year	55
Customer Success Support	✓
INSITE Licenses	2
Annual Fee	\$11,700
Monthly Fee	\$975

\*Hours in excess of 55 billed at consultant rate per the MSA.







# TIER 5

## CLAIMS THAT IMPACT THE X-MOD: 15 +

Number of claims impacting the X-Mod 15 + Claims	
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Quarterly Claims Summary Reports	✓
Quarterly Claims Review	✓
X-Mod Projection	✓
Zoom Video QBRs	✓
Consulting Hours Per Year	TBD
Customer Success Support	✓
INSITE Licenses	2 +
Annual Fee	Project Scope
Monthly Fee	& Budget TBD

# What We Do.

**Advocacy. Education. Training. Compliance.**



**WE REDUCE RISK AND COST**

*associated with Workers' Compensation*



