

## Who should a Plan sponsor choose?

### The decision of which Retiree Drug Subsidy reopening provider to choose cannot be determined by cost alone!

If cost alone was always the deciding factor, then the quality of the workmanship and the level of service would not be considered! If that was true, we would all be eating Baloney instead of steak! But when the recovery of hundreds of thousands of dollars is at stake, that's no baloney!

Therefore, when you are going to undertake a reopening of your prescription drug benefits plan, you would think there are many factors to consider. The actual reopening of your organizations prior year retiree drug subsidy reconciliations should not be one of considerations. That's because the reopening of your plans prior reconciled subsidy years is always a great idea and should always be done.

### There is no possible down side to doing a plan reopening.

The real challenge is which organization to use to do the reopening. For that you can only base your decision on the solutions, prior results and expertise that the provider has in place. Why are expertise and prior results critical factors to making a decision on which provider to use? Because the retiree drug subsidy reopening process is not provided for in the statute that created the subsidy. Therefore, each provider of the reopening process has its own methods and procedures and will have significantly different results.

The plan sponsors key decision point on which company to use for a Retiree Drug Subsidy Reopening and subsidy recovery should be based in large part on results. Total recoveries will have significant variations due to many factors.

**Consider the following comparisons of the RDS Services, LLC organizational structures and programs verses some of the other Providers who claim they can do a reopening but often fall short on results!**

***RDS Services, LLC is the nation's leading subsidy recovery specialist and we have the results to prove it!***

### **Comparison of RDS Services, LLC vs. Competitors**

**The attached exhibit is a brief comparison of the marketplace and the aggregate data results of potential service providers of the Retiree Drug Subsidy Reopening process only. There is a variety of factors that any plan sponsor should consider to determine the Retiree Drug Subsidy vendor. The choice for this complex and technically challenging program run by the Centers for Medicare and Medicaid Services is simple when you see that RDS Services, LLC has the expertise, experience and scale to justify its market dominance.**

**More details will be provided upon request and I look forward working with you.**

Sincerely,  
George Fox, LUTCF  
National Sales Manager  
RDS Services, LLC