



**ESIS Expertise**  
Solutions for the Staffing Industry

**ESIS**<sup>®</sup>  
A Chubb Company

ESIS' specialized staffing industry practice group is designed to leverage our internal knowledge of the staffing industry to ensure that we deliver a high quality product to our customers.

MEMBER



As a risk manager within the staffing industry, you understand the unique challenges and exposures associated with a temporary and often-changing workforce, as well as the importance of maintaining control of your employees at remote locations. You also recognize that educating your employees on specific measures can help reduce liability exposure and workers compensation claims. At ESIS, we have experience working with your specific type of business, and we harness our expertise to customize our approach for both pre- and post-losses to help foster growth, success, and profitability for staffing companies.

We realize that collaboration and knowledge-sharing help position us to work effectively with leading organizations in the marketplace. ESIS has a long tradition of identifying and promoting industry expertise within our organization – and our staffing industry expertise, combined with our proven ability to deliver positive results, is among our many differentiators. The breadth of risk management services and medical management products we offer, as well as our investment in our people, enables us to blend the high quality resources of a large national organization with the personal touch of a smaller organization. The basis for success for our staffing industry clients is rooted in our expertise in accurately measuring performance and driving positive outcomes.

ESIS' pre-loss safety/risk control consulting is aimed at targeting the primary loss issues associated with the staffing industry. ESIS is a leading provider of risk control consulting and compliance services. Our process begins by evaluating risks and relevant factors such as culture, communications, regulations, and diverse situations that affect your operations. This provides the basis for the development, implementation, and evolution of a comprehensive health, safety, and environmental program – one that blends processes and procedures with tools and systems to ensure excellent results.

Our post-loss claims management offering is focused on two critical goals – delivering exceptional claim service, and helping to reduce loss costs. We utilize adjuster expertise combined with analytics to deploy best practices that tailor actions to meet the specifics of each claim. Our specialized claim intervention strategy integrates an effective deployment of resources and appropriate actions, which are essential to your program's success.

#### **Staffing Industry-Specific Expertise**

---

- With more than 25 staffing clients, including four of the top 10 staffing companies in the U.S., and decades in the business, ESIS brings our wealth of knowledge and expertise to serve your needs
- Our experience enables us to develop highly customized programs focused on the unique challenges of staffing organizations as well as individual exposures
- We focus on strategies that help staffing companies reduce litigation rates and maintain compliance with state and jurisdictional regulations
- Each of our claim offices are staffed with professionals who possess expertise managing claims for staffing industry clients, and many of our partnership leaders have specific experience in the staffing industry



Our post-loss claims management offering is focused on two critical goals – delivering exceptional claim service, and helping to reduce loss costs.

#### Achieving Results

---

- Our staffing industry-specific expertise has enabled us to help similar clients reduce their average incurred by 13 percent during the last four years, and an average paid by 14 percent
- The percentage of claims with legal paid has dropped by 12 percent during the past four years for our staffing industry clients
- Claim duration for our staffing industry clients was reduced by 22 percent during the last four years
- Closing ratios have increased by six percent during the last four years

#### Partnering for Success

---

- A new client is showing a PPO gross percentage increase during the course of their first six months with ESIS: a five percent increase resulting in **total savings of more than \$3 million** compared to the previous six months, and a **2.29 percent increase on their return on investment**
- During the course of four years, ESIS' risk control and claims management services helped a client achieve an **actuarial loss pick reduction of \$71 million**, having a **\$37 million direct P&L impact**
- Based on our recommendations, an ESIS client increased their focus on fall prevention and enhanced OSHA training, which resulted in a **33 percent decrease in total incurred**, as well as a **19 percent decrease in claim counts** over the course of one year

#### Contact Us

---

To learn more about how ESIS can help you achieve your risk management goals, contact us or visit [www.esis.com](http://www.esis.com).



#### Contact Us

---

Michelle C. Ryan  
Vice President, Partnership Services  
Staffing Practice Leader  
M 480.599.6306  
E [Michelle.Ryan@esis.com](mailto:Michelle.Ryan@esis.com)

Annette Sanchez  
Senior Vice President, Sales  
M 503.956.4761  
E [annette.sanchez@esis.com](mailto:annette.sanchez@esis.com)

Design. Integrate. Achieve.

ESIS®, Inc., a Chubb company, provides claim and risk management services to a wide variety of commercial clients. ESIS' innovative best-in-class approach to program design, integration, and achievement of results aligns with the needs and expectations of our clients' unique risk management needs. With more than 68 years of experience, and offerings in both the U.S. and globally, ESIS provides one of the industry's broadest selections of risk management solutions covering both pre- and post-loss services. For more information, visit us at [www.esis.com](http://www.esis.com) and [www.chubb.com](http://www.chubb.com).

Copyright © 2021 ESIS®, Inc., a Chubb Company. All rights reserved. Rev. 7/2021