



# Helping you find the right health and wellbeing partner

With so many different suppliers on the market there's a lot to consider when choosing the right health and wellbeing partner for your organisation.

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## Things to consider include:

- Ability to meet your objectives
- Ease of implementation
- Range of services
- Value for money
- Customer service
- Shared corporate values

The importance of working with the right supplier is paramount. Get the partnership right, and the journey to achieving your health and wellbeing objectives will be easier. Get it wrong and you could be pouring time and money down the drain.

### When reviewing potential suppliers it's important to consider a number of factors, such as:

- One size does not fit all – just because it worked for one company, doesn't mean it's the best solution for you. Complete your own analysis and be objective.
- Do your research:
  - Determine your absence rates and analyse any patterns within your employee demographics/absence types. Knowing typical problem areas will help you have useful conversations with potential suppliers.
  - Shop around, use your broker (if you have one), and allow plenty of time. You're making a significant investment, so it's important to do your homework.

- Decide what's important to your company – is it working with a partner that shares your corporate values, is able to provide a flexible solution, or one that goes the extra mile to deliver the best possible customer experience?
- Don't just look at cost, a key criteria when selecting the right supplier is value. The cheapest option may not provide the best overall value, or the best fit with your company.
- Futureproof your strategy. Does the supplier have the flexibility to grow with your health and wellbeing strategy?
- Consider your key stakeholders – each different business area may have different objectives. (Why not use the same stakeholders that you identified in: How to win the case to invest in employee health and wellbeing.)
- Bear in mind your ultimate health and wellbeing goal will be achieved via an effective partnership between yourselves and your chosen supplier, therefore be realistic about the time and resource you can commit to the implementation of your health and wellbeing strategy.
- Consider your employees at all times. What are their needs? How can your preferred supplier meet them and how can they help you engage them?

We've developed a [evaluation template](#) to help you evaluate your suppliers which is available at [westfieldhealth.com/toolkit](http://westfieldhealth.com/toolkit)



## Here to help

We'll always work hard to make sure that the way we deliver our health cover is as exceptional as the cover itself. So if there's anything you want to know about us or the plans we offer, we're right here.



Phone

**0114 250 2385**

available 8am to 6pm, Monday to Friday



Online

[iod.com/healthplan](http://iod.com/healthplan)

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