

# Towers Watson Teams With The Segal Group to Expand Access to Medicare Exchange

Written by Australian Business

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NEW YORK--( [BUSINESS WIRE](#) )--Towers Watson (NYSE, NASDAQ: TW), a global professional services company, today announced a nonexclusive agreement with The Segal Group to expand access to the private Medicare solution on Towers Watson's OneExchange. Under terms of the agreement, Segal will offer OneExchange as a prequalified option to its clients seeking a private exchange solution for their Medicare-eligible retirees.

According to Edward A. Kaplan, SVP and The Segal Group's national health practice leader, "Segal is committed to offering health plan sponsors and their retirees new solutions that reflect their changing needs and the evolution of the retiree health plan market. Segal is an independent advisor that tailors health benefit solutions to meet our clients' objectives, and this initiative expedites the vetting process by ensuring the private exchange vendors our clients consider meet several important requirements in the areas of experience, service and stability."

Towers Watson's OneExchange Medicare solution offers thousands of private Medicare plans from more than 90 health insurers and licensed benefit advisors, as well as technology-based decision support to provide personalized guidance to retirees. The OneExchange Medicare solution is the nation's largest and longest-standing private Medicare exchange. Nearly 400 employers have adopted the exchange, which serves hundreds of thousands of retirees.

"Segal is the leading benefit consultant to public sector and multiemployer health plans, with rich traditions and a trusted brand," said Bryce Williams, managing director of Towers Watson's Exchange Solutions business segment. "Retiree exchanges have become commonplace for employers in the private sector, and a growing percentage of our retiree exchange clients are public sector employers or sponsors of multiemployer health plans. Through this agreement with Segal, we expect more participation in our private Medicare exchange from both public and private sector plan sponsors seeking new retiree health solutions."

## About The Segal Group

[The Segal Group](#) ( [www.segalgroup.net](http://www.segalgroup.net) ) is a leading benefit and HR consulting

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firm. The Segal Group is an independent organization, headquartered in New York, with nearly 1,000 employees throughout the U.S. and Canada. It is the parent of [Segal Consulting](#)

, [Sibson Consulting](#), Segal Select Insurance Services, Inc. and [Segal Rogerscasey](#)

. In 2014, The Segal Group is celebrating the 75th anniversary of its founding by Martin E. Segal (<http://www.segalco.com/about-us/#anniversary>).

[Segal Consulting \(www.segalco.com\)](#), a member of The Segal Group, is a leading, independent firm of benefit, compensation and human resource consultants. In 2014, The Segal Group is celebrating the 75th anniversary of its founding by Martin E. Segal (<http://www.segalco.com/about-us/#anniversary>). Segal Consulting is headquartered in New York, and has nearly 1,000 employees throughout the U.S. and in Canada. Clients include corporations, nonprofit organizations, professional service firms, state and local governments, and joint boards of trustees administering pension and health and welfare plans under the Taft-Hartley Act.

### About Towers Watson

Towers Watson (NYSE, NASDAQ: TW) is a leading global professional services company that helps organizations improve performance through effective people, risk and financial management. The company offers consulting, technology and solutions in the areas of benefits, talent management, rewards, and risk and capital management. Towers Watson has more than 14,000 associates around the world and is located on the web at [towerswatson.com](http://towerswatson.com).