

# Price Negotiation Process & Updates

## Background

The NOSMUSC health plan was initially implemented based on national average estimates. For the 2022-2023 academic year, the price was set at \$371.17. Due to higher-than-expected student usage, this fee increased to \$409.43 for the 2023-2024 academic year. This trend of high usage has persisted, leading to an increase to \$552.73 for 2024-2025 and a projected rise to \$609.12 in 2025-2026.

## Current Situation

In February 2025, we received the second comprehensive report on user data for the 2023-2024 academic year:

- NOSMUSC paid \$101,071 in fees for the period of September 1, 2023, to August 31, 2024.
- Claims for the same period totaled \$214,764, up from \$203,000 in 2022-2023, resulting in a usage rate of 212% for the 2023-24 year, which significantly exceeds industry standards.

## Price Adjustment

In response to this high usage rate, our insurer initially proposed increasing the price to around \$770. Through negotiations, our insurance broker successfully secured a lower rate of \$609.12 for the 2025-2026 period.

## Decision-Making Process

The NOSMUSC Executive group carefully evaluated this information and decided to accept the fee increase while maintaining the current benefits package. This decision was made at the February Executive Meeting, considering factors such as high student benefit usage and comparative industry input.

## Future Considerations

We recognize that this increase may be concerning for many students. Please be assured that we are actively exploring future options, including:

- Adjusting the coverage structure
- Offering multiple plans at various price points
- Exploring different insurance providers

We will continue to work with our partners at We Speak Student to navigate future rate changes. We continue to communicate with alternative providers; however, our high usage remains a challenge in securing better rates.

We encourage you to share your feedback with us, your student year representative, or me directly. If you have any questions or concerns, please don't hesitate to reach out to the NOSMUSC Executive team, your Year Representative, or the president at **sc.president@nosm.ca**.

Student wellness, both health and financial, remains a top priority for the NOSMUSC. We continue to encourage students to utilize their health benefits as they see fit as we navigate these changes. We remain committed to supplementing the student experience and ensuring continued access to essential health benefits.