

Client Testimonials

What some of our Biotech clients are saying about our Employee Benefits services...

InterMune, Inc.

Reduced their costs without reducing services

The ABD team has been an invaluable partner to us at InterMune. In late 2004, we asked the team to take a comprehensive look at our benefit programs to determine how we could reduce costs without reducing service or employee satisfaction. The outcome exceeded our wildest expectations – we **reduced our annual cost of benefits by almost 20%** (and by several hundred dollars per employee), while maintaining and adding additional industry-leading programs, such as an enhanced life insurance with investment option program and a generous 401(k) match. ABD's comprehensive understanding of the benefits landscape and stellar relationships with the providers made all the difference to us, and we are delighted to have them as a partner and resource to InterMune.

Howard Simon

Senior Vice President, Human Resources & Corporate Services

Actelion Pharmaceuticals, U.S., Inc.

Became a key partner in their recruitment and retention efforts

Actelion's partnership with ABD has been successful well beyond our expectations. ABD has been key in Actelion's retention strategy and recruitment abilities by identifying the most competitive benefit programs available. Our ABD broker goes the extra mile and provides us both high-tech and high-touch tools to improve internal efficiencies and increase the efficiency and capacity of HR. ABD's expert understanding of the Biotech industry's needs and strategies help Actelion benefit plans remain as competitive as possible. My ABD broker showed me that it was possible to receive a **higher level of value from my benefit programs** without increasing and, in some cases reducing, overall costs.

Matthew Smith

Human Resources Senior Manager

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Codexis, Inc.

Became a valuable extension of their Human Resources Department

ABD has been providing Codexis with outstanding, value-added service in managing our benefits program. Their staff is dedicated, highly professional, extremely knowledgeable and always responsive. ABD is a great resource for *helping us stay current on legislative and regulatory compliance* issues. They provide us with highly educational training programs and seminars as well as an excellent website that is full of information and resources that we can refer to. Codexis views ABD as an extension of our Human Resources Department and very much values the partnership with ABD.

Stefania Attard
Human Resources Specialist

The Immune Response Corporation

Replaced their plans with exclusive 'Alliance' coverages efficiently and cost-effectively

We were having problems with our health insurance being canceled in less than one month, potentially having no coverage for our employees. We contacted BIOCOM to see if they could recommend a solution to our problems. BIOCOM referred us to ABD Insurance & Financial Services, as they were BIOCOM's broker of choice. Instead of getting the same response we received from other brokers, Shaun at ABD made a commitment to resolving our problems, found replacement coverage with the BIOCOM 'Alliance' partners, and got it all done in less than 3 weeks. ABD placed our medical, dental, and vision coverage with *highly desirable, quality plans that were better than what we previously had for about the same cost*. And, with ABD's value-added services like CyberSure and abdConnect, we have more than we could have expected from a broker. Thank you to the people at ABD and BIOCOM for making this possible.

Fabiola Loza
Human Resources Manager