

Univera Care Study: *D.C.B. Elevator Co., Inc.*

# A Foundation Built on Family

## Background

For 32 years, D.C.B. Elevator Co., Inc. has been a family-owned business, leading the way in the modernization and restoration of all makes of elevators. Their philosophy is simple: put customers first and provide the highest level of quality. These values have helped D.C.B. become one of the largest independent elevator contractors in Upstate New York.

## Situation

Working with elevators can be dangerous at times. When you're servicing some of the tallest buildings in the region, top-notch health coverage is a major priority. While health insurance plans have changed and evolved over time, D.C.B. has stuck with Univera Healthcare year after year.

## Exceeding Expectations

Why has D.C.B. been with Univera Healthcare for 27 years? According to Stephanie Lamarco, D.C.B.'s office manager and group administrator, it's because "Univera treats its customers the same way we treat ours—like family."

"We're a small business. I don't have time to chase down every health insurance question that comes up. Our Univera rep always gets right back to me with answers."

**"D.C.B. is a very busy small business. It's nice to have an actual Univera rep to contact when any questions come up. Our rep is dependable and knowledgeable, which makes working with Univera a pleasure."**



**Stephanie Lamarco**  
Group Administrator, D.C.B. Elevator Co., Inc.



*With exceptional rates for small businesses, and people who care as much as you do, there's never been a better time to consider Univera Healthcare for your team. Compare because you care.*

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