

- Diagnostics group with 68 FT employees
- Locations in CT, NJ and NY
- Group was divested and spun off a larger healthcare group
- All new benefit program deployed for separated entity

This group was previously under a larger healthcare organization where they accessed their health insurance, ancillary and voluntary benefits. The separation from the larger organization required the introduction of a new enrollment platform with the ability to manage feeds to carriers. Additionally, this required the need for onboarding, educating and enrolling employees in a new suite of benefits and a new enrollment platform. There was less than 2 weeks to build the platform, provide communications and complete enrollment.

*Client needed a platform solution to coincide with the new benefit offering as part of a separated entity from former parent organization. Ep6ix built benefits and eligibility out on Employee Navigator.*

### SOLUTION AND RESULTS



- Installation of platform, Employee Navigator, with ongoing feeds
- Cobra and Consolidated billing being provided through partnership with Amwins & PBS
- Enrollment Technology, Communication, Benefit Counselors, Eligibility Management, Consolidating Billing & Cobra provided at NO COST to employer.



- **93%** of employees completed enrollment with a Benefit Counselor
- **99%** approval rating of Benefit Counselor by employees
- **96%** of text messages successfully delivered to employees

### ENROLLMENT BY THE NUMBERS



- VOLUNTARY BENEFITS**
- Accident, Cancer, Hospital, Critical Illness & Short-Term Disability
  - **31** enrolled employees
  - **\$ 32,714** in Annual Premium



- **\$ 2,520** Comp. Ep6ix
- **\$ 12,604** Comp. Field/broker
- **80%** Comp. to Field/broker



- WHOLE LIFE & CHRONIC CARE**
- MassMutual Whole Life
  - **27** enrolled employees
  - **\$27,516** in Annual Premium



- **\$ 5,200** Comp. Ep6ix
- **\$ 17,335** Comp. Field/broker
- **70%** Comp. to Field/broker

### TOOLS TO ENHANCE VALUE & SUBSIDIZE COST

#### ACTIVE ENROLLMENT

We define active enrollment as at least 75% of eligible employees completing enrollment with a Benefit Counselor. We can subsidize communication and enrollment platform for up to 2 years with voluntary benefits & active enrollment.

#### VOLUNTARY BENEFIT OFFERING

Introduction of 2-3 worksite or voluntary benefits to be offered

#### WHOLE LIFE

Introduction of a whole life option for employees on a voluntary basis

#### GA PARTNERSHIP

Partnership with Amwins as the GA provided override to cover platform build, ongoing eligibility management, Cobra and Consolidated billing.