

- Irrigation, Landscape Lighting, Wells and Filtration systems
- 2 Locations CT and NY
- 65 benefit eligible employees

Enrollment in prior years was on paper with very little employee education and engagement. This year included new carrier and plan design changes for the Medical, Dental, Vision along with an introduction to the MetLife supplemental products and a permanent whole life. Ep6ix provided a platform solution through Enroll Confidently with all core, ancillary and voluntary benefits out that included enrollment files to all carriers. The client is receiving one consolidated bill for all benefits across all carriers. The client also elected to have Ep6ix Benefit Counselors assist all employees as part of an active enrollment, onsite and call center to facilitate education of the new medical plans along with the new voluntary benefits.

**Challenge:** Client had employees completing enrollment using a paper claim form

### SOLUTION AND RESULTS



- Assisted employees with enrollment in Enroll Confidently platform including medical, dental, vision, life, MetLife voluntary and MassMutual's whole life
- Provided custom communication plan including text messages, custom branded HTML email, videos, scheduling tool and more **\*Click on or scan the QR Codes to access poster and video**
- Created communication and case management including Benefit Counselor rating reports and Daily "Scheduled", "Completed" and "Not Yet Scheduled" reports to the client.
- Delivered all enrollment data to carriers in their custom file layouts in order for employees to have their medical cards in time for 12/1/24

Poster



Video



Ratings



- **95%** of eligible FT employees completed enrollment with a Benefit Counselor (note: 57.59% met with a counselor, all others provided signed waivers as they were the seasonal employees)
- **100%** of the ratings survey gave the counselors 5-stars ★★★★★
- **\*Click on or scan the QR Code to access Benefit Counselor Ratings**
- **95%** of text messages successfully delivered to employees

### ENROLLMENT BY THE NUMBERS



#### VOLUNTARY BENEFITS

- Accident, Critical Illness, Hospital & Short-Term Disability
- **73** policies sold



- **\$17,719.39** in Annual Premium
- **\$1,708.86** in Broker Commission



#### WHOLE LIFE & CHRONIC CARE

- Permanent Whole Life
- **24** enrolled in MassMutual



- **\$17,225.91** in Annual Premium
- **\$6,201.33** in Broker Commissions

### 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.