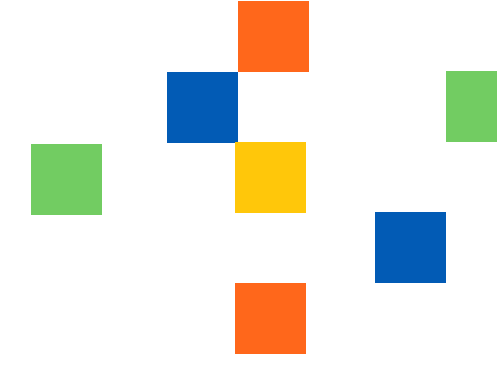


Case Study – Client Overview



HEADQUARTERS

Ridgeland, MS

INDUSTRY

Healthcare

EMPLOYEES

1,200 Eligible



Goals and Objectives

- Migrate benefits from Carrier 1 to Carrier 2
- Active Enrollment with Onsite Enrollers
- Increase Employee Education and Engagement
- Eliminate Data and Enrollment Challenges

Employer Challenges

- Passive enrollments the past 2 years
- Budget concerns regarding enrollment
- Employee Navigators ability to map over the ISTD and WL
- Concerns about employee education on the transition to MetLife.

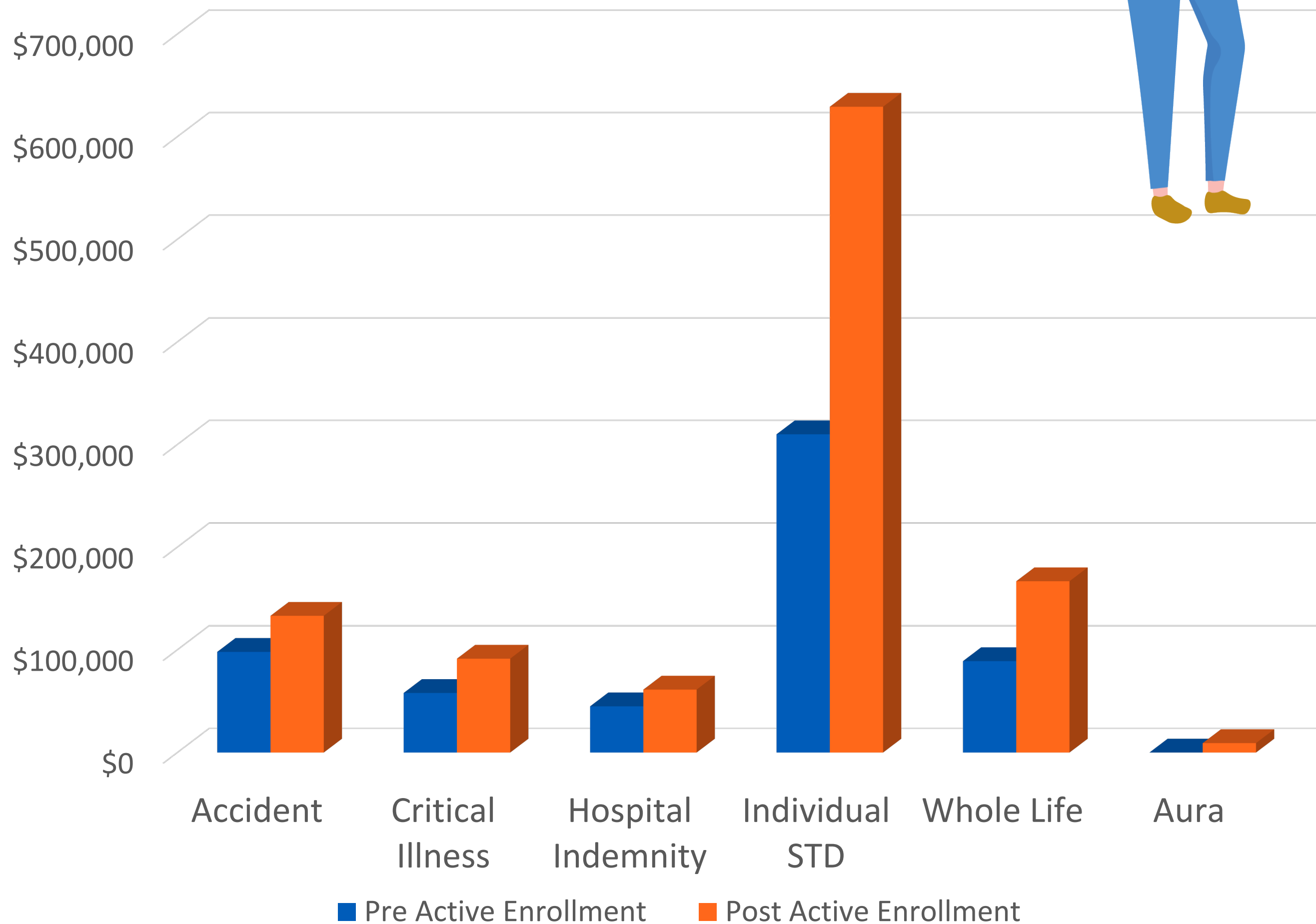
BCI Solutions

- ElectBenefits mapped all coverages prior to starting enrollment
- Counselor one-on-one education for the employees
- 95% onsite interview rate
- New hires will be 100% call center enrollment moving forward
- Custom Communications

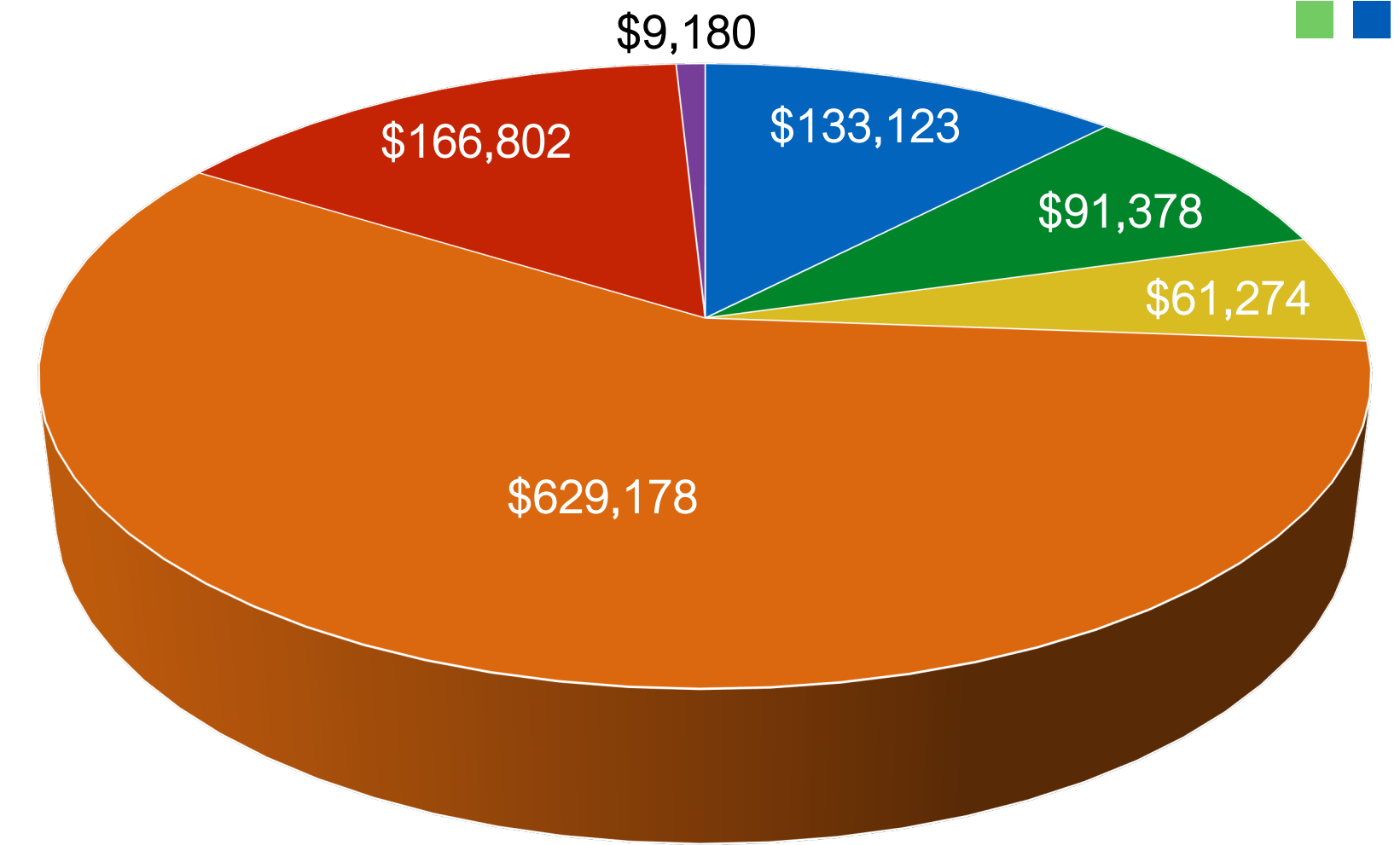
Case Study: Detailed Results



New VB Premium



New VB Premium by Product



- Accident
- Critical Illness
- Hospital Indemnity
- Individual STD
- Whole Life
- Aura

Total VB Premium

