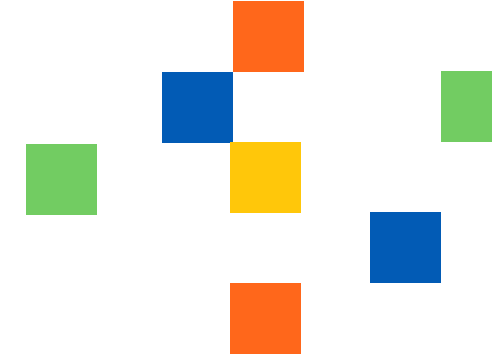


# Case Study – Client Overview



## HEADQUARTERS

Atlanta, GA

## INDUSTRY

Commercial Services

## ELIGIBLE LIVES

13,000



## Goals and Objectives

- Eliminate current BenAdmin Headaches
- Create efficiencies for lean HR Team
- Effectively Communicate to all 7 Benefit Groups
- Implement new Referenced-based Pricing Plan
- Increase Employee Education and Engagement

## Employer Challenges

- Poor Enrollment Experience on HCM Platform
- BenAdmin Challenges on HCM Platform
- ACA and COBRA Management
- Dependent Verification Management
- Lack of Customization and Flexibility

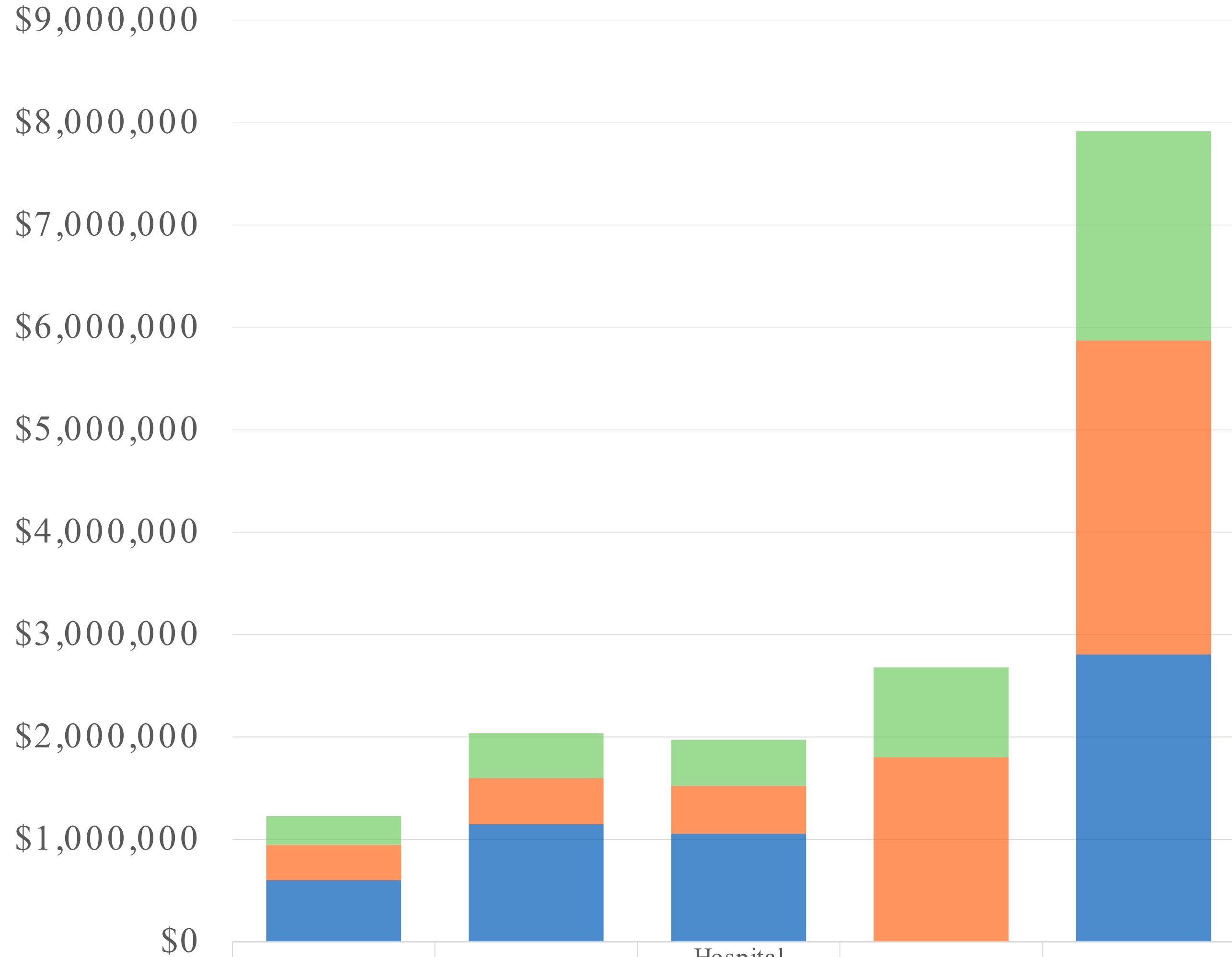
## BCI Solutions

- ElectBenefits Full BenAdmin Technology
- High-touch Call Center Enrollment
- HR Outsourcing for Day-to-Day Tasks and Questions
- Data Exchange for all Carriers and COBRA
- Electronic EOI and QLE Processes
- Annual and Ongoing Enrollments

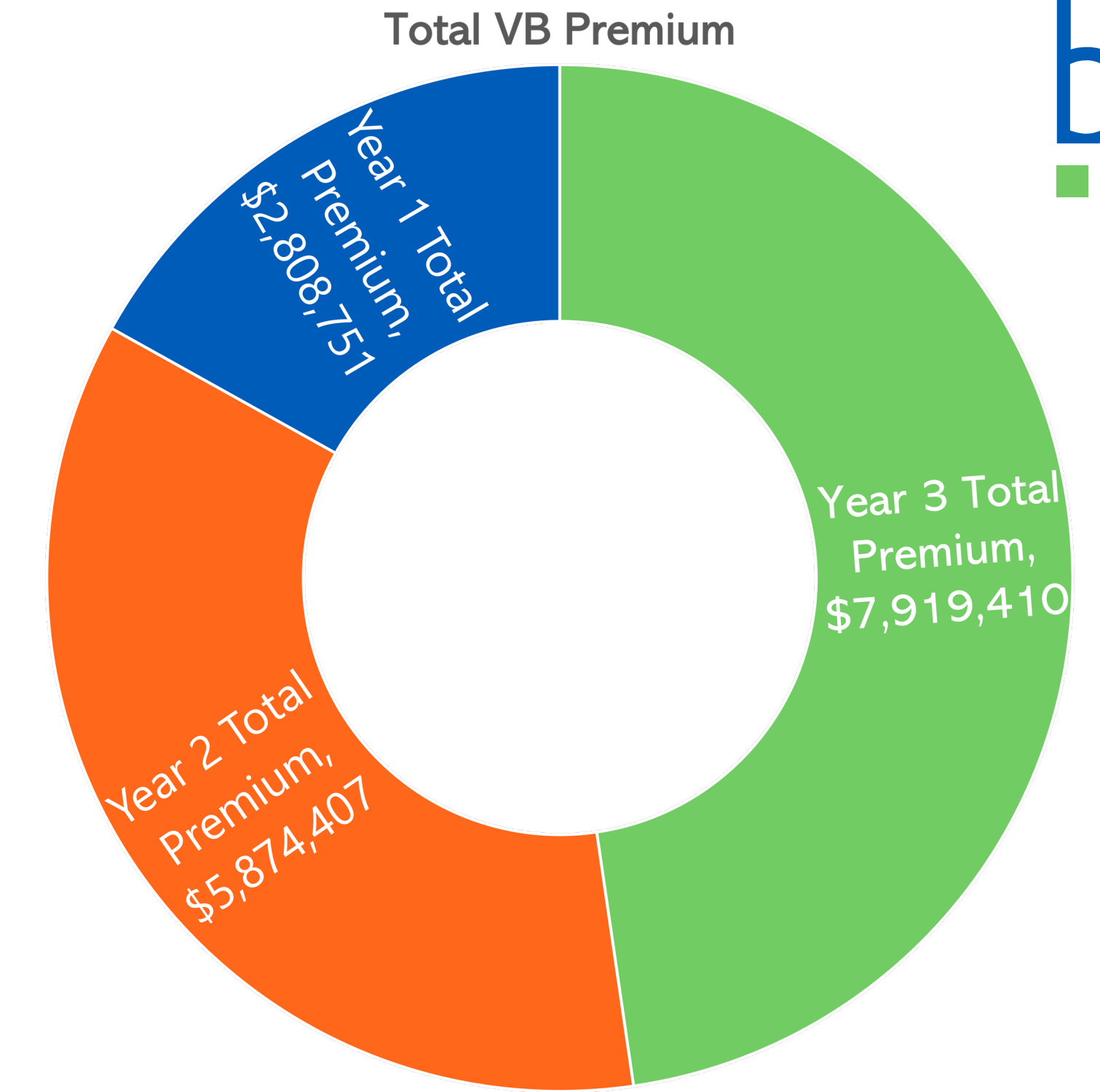
# Case Study: Detailed Data



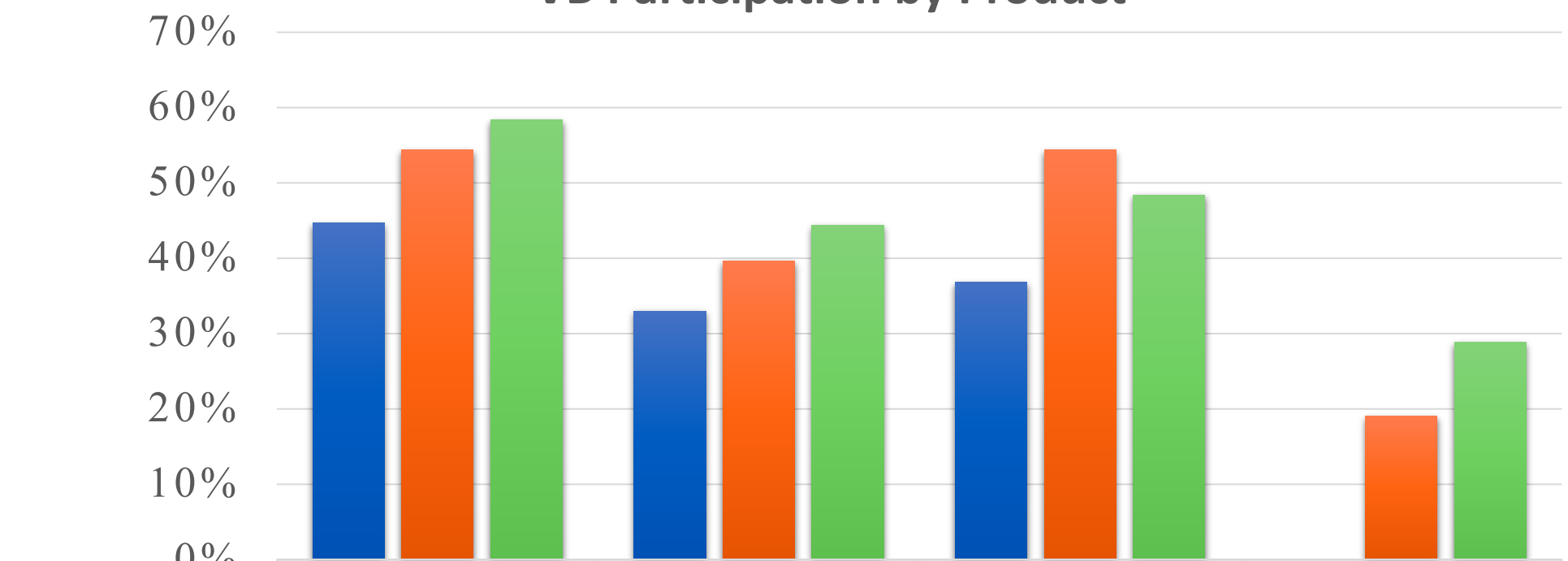
NEW VB PREMIUM BY YEAR



Year 3 New Total Premium	\$280,308	\$438,170	\$449,845	\$876,680	\$2,045,003
Year 2 New Total Premium	\$602,297	\$450,061	\$466,606	\$1,803,450	\$3,065,656
Year 1 New Total Premium	\$1,148,841	\$1,057,613	\$0	\$2,808,751	



VB Participation by Product



Year 1 %	45%	33%	37%	0%
Year 2 %	54%	40%	54%	19%
Year 3 %	58%	44%	48%	29%