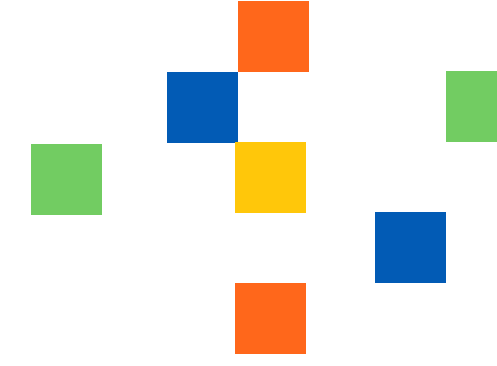


Case Study – Client Overview



HEADQUARTERS

MS

INDUSTRY

Tribal Nation

EMPLOYEES

4000



Employer Challenges

- Budget concerns regarding enrollment
- Failed experience with enrollment firm
- Data integrity issues with Selerix
- Ability to map over Critical illness and WL
- Concerns about employee education during the transition
- Technically challenged HR admin and employee population

Goals and Objectives

- Migrate core and supplemental benefits
- Active Enrollment with Call center assistance
- Increase Employee Education and Engagement
- Cleanse eligibility and payroll data

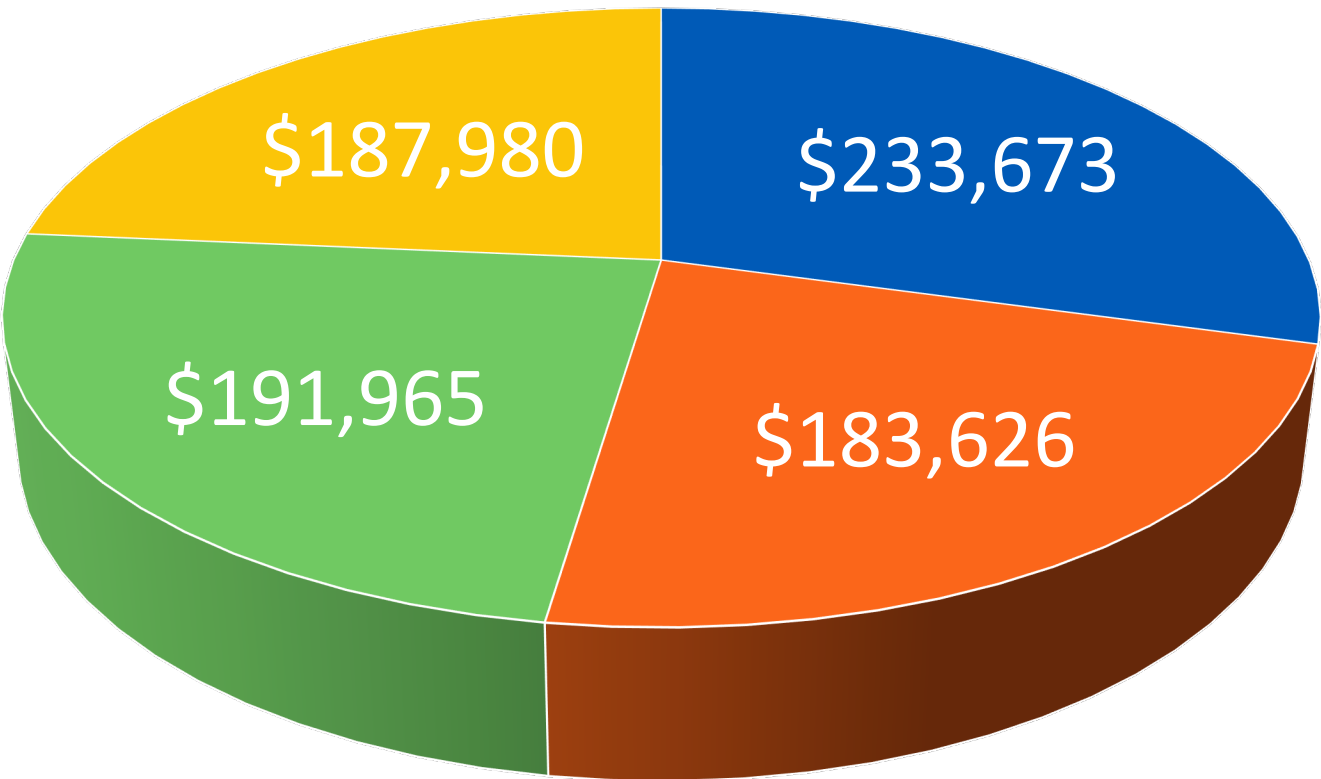
BCI Solutions

- ElectBenefits mapped all coverages prior to starting enrollment
- Active online with call center expert advisors
- 98% enrollment completion
- New hires will be 100% call center enrollment moving forward
- Custom branded employee communications

Case Study: Detailed Data

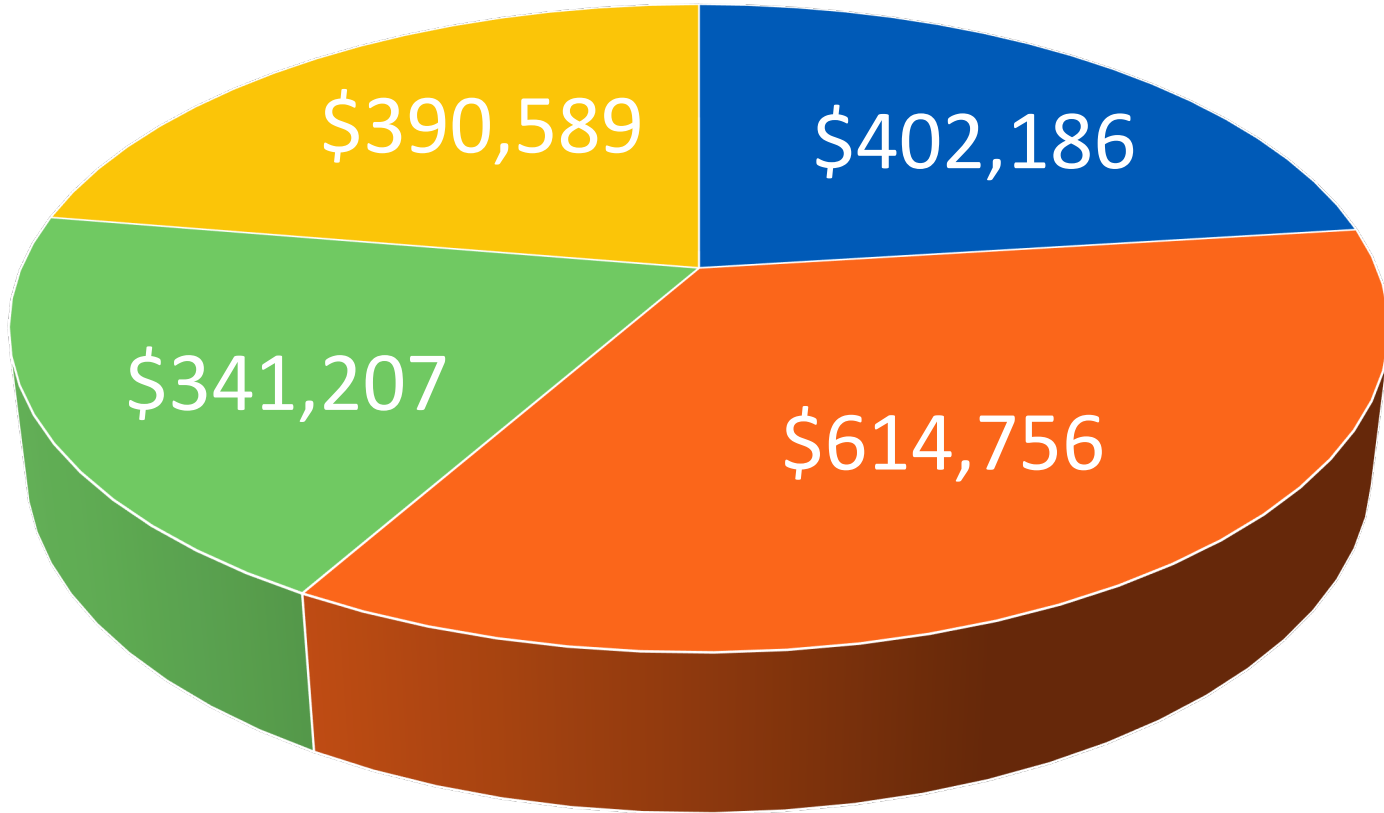


Pre BCI VB Premium



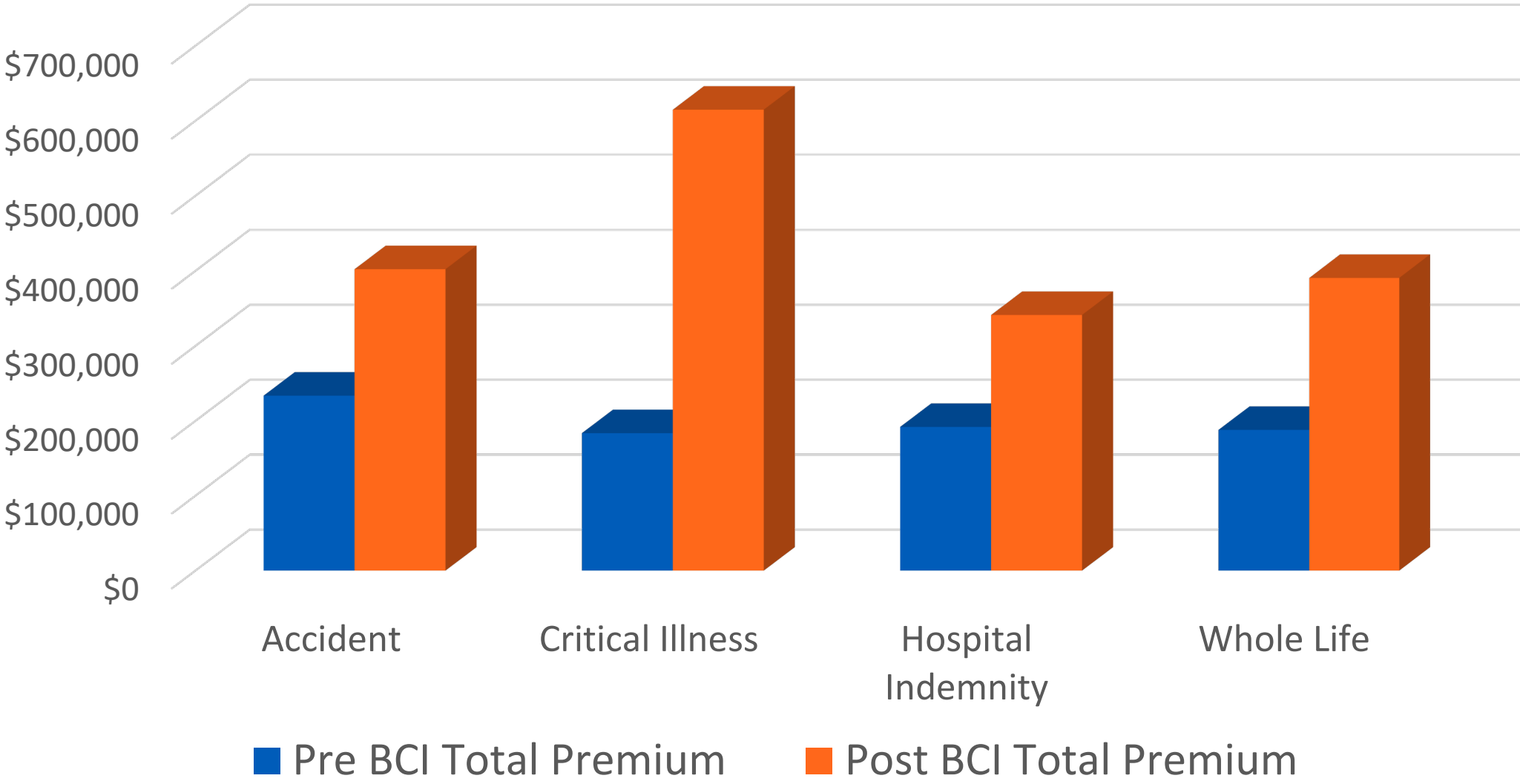
■ Accident ■ Critical Illness ■ Hospital Indemnity ■ Whole Life

Post BCI VB Premium



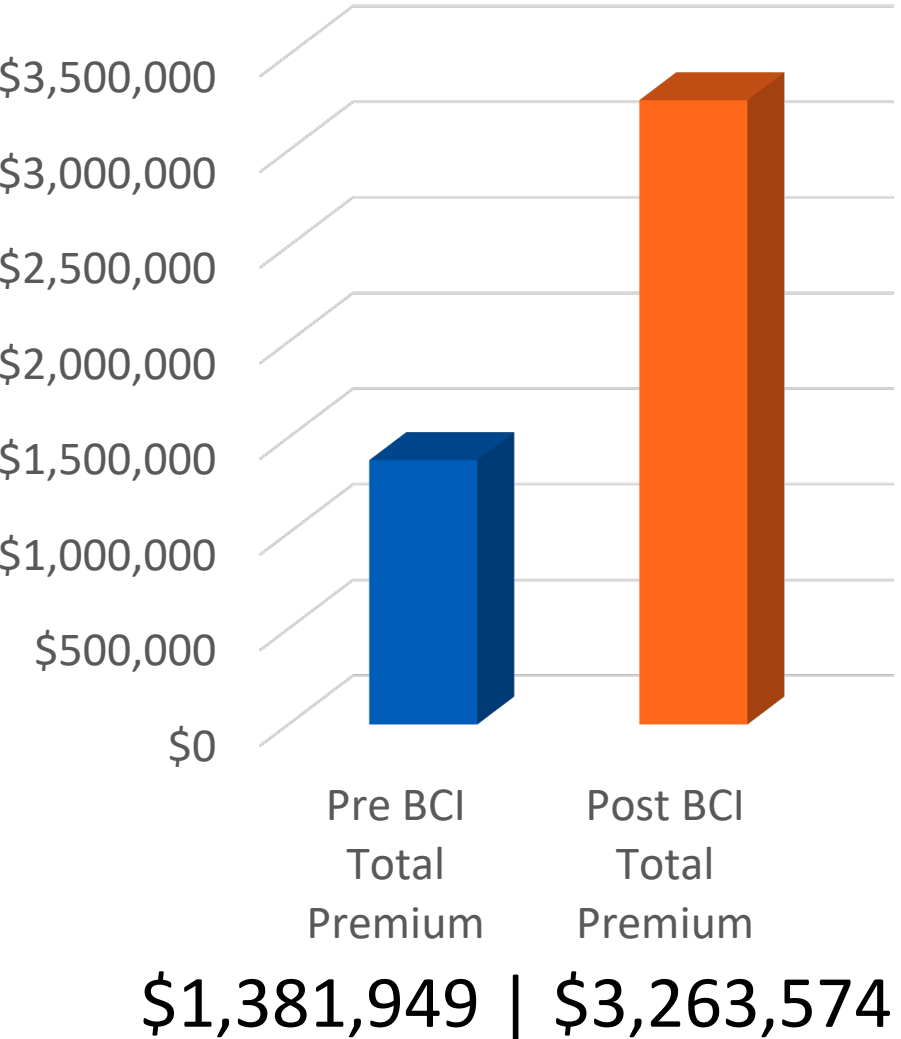
■ Accident ■ Critical Illness ■ Hospital Indemnity ■ Whole Life

Premium by Year



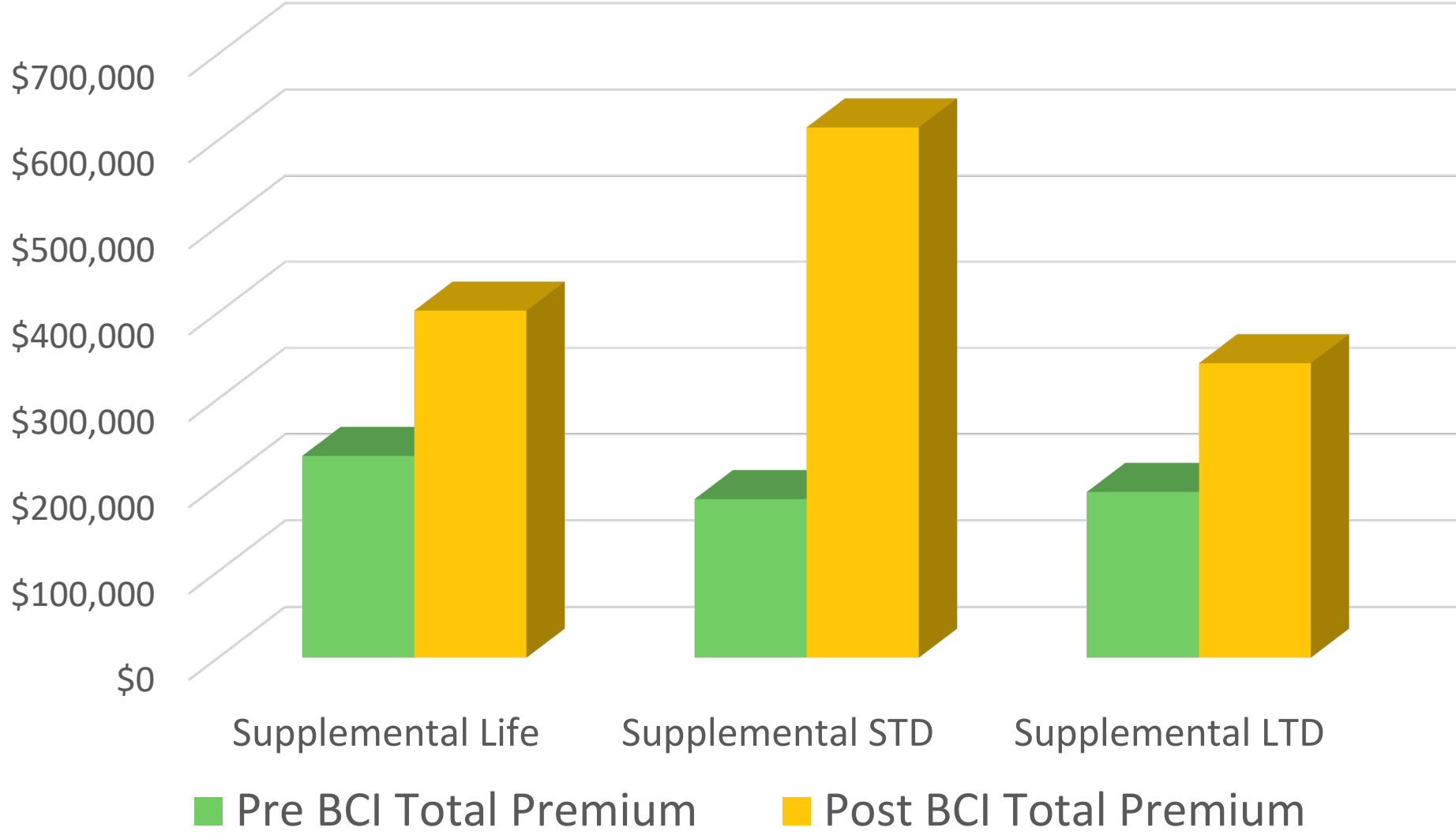
■ Pre BCI Total Premium ■ Post BCI Total Premium

Total VB Premium



\$1,381,949 | \$3,263,574

Premium by Year



■ Pre BCI Total Premium ■ Post BCI Total Premium