

CASE STUDY

Printing Factory Technology. Enrollment Solutions & Worksite Benefits

CARRIER TECH CREDITS / GA OVERRIDE

CHALLENGES

The client already had Employee Navigator in place and liked the system. Their new broker partner had to find a solution to fill this need quickly, without any changes to their current benefits package.

Employees lacked an understanding of the benefits and how the voluntary options provided additional financial protection due to differing eligibility periods by product and limited employee engagement at open enrollment.

SOLUTIONS

BEST transitioned the Employee Navigator build onto their license and had the client up and running with access in one week.

Eligibility management was used to assist the client with processing enrollment changes for the next several weeks while the new file feeds were established..

After shopping multiple carriers for renewal, the client decided to remain with the incumbent. BEST was able to negotiate being added as the GA on current lines as well as adding technology credits in exchange for adding a new line of coverage (Voluntary Group Term Life) and holding open enrollment meetings to educate employees and encourage participation.

For on-site enrollment solutions, BEST partnered with the existing Aflac team to determine roles and compensation splits that were fair and allowed the client's goals to be achieved.

RESULTS

System integrations and EDI feeds ready for open enrollment. During the open enrollment, we had a mix of self-service enrollments and benefits counselor assisted.. We met one-on-one with 320 employees.

New VGTL Apps:	181
VGTL Participation on Seen:	49.00%
VGTL Participation on Total:	27.00%
Total VGTL Premium:	\$58,305.78
Total New Worksite Premium:	\$115,604.84

AT A GLANCE

Demographics

- 670 active employees
- 4 Locations
- 3 shifts
- 4-on/4-off schedules

Existing Benefits

- Health insurance
- HSA
- Dental
- Vision
- Group term life and AD&D
- Group short-term disability
- Voluntary long-term disability

Existing Technology

- Employee Navigator



“BeneChoice made the enrollment process so much easier for us. They know the software very well and were able to set up their plan quickly. We loved that they had knowledgeable counselors onsite to support us and our employees throughout the process ”

HR Generalist