

# Benefits Consulting Practice







## Unlocking the Value of Voluntary Benefits

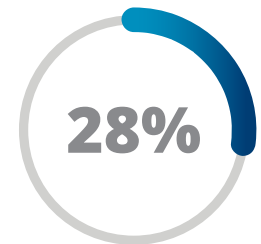
When you're planning your overall rewards budget, every dollar counts. And the number of health and wellness benefits providers seem to multiply exponentially year over year. At Businessolver, we understand that evaluating and managing multiple carriers and vendors can be fatiguing. Everything we do is geared toward helping our clients streamline their day-to-day and partnering with them to create and deploy an effective benefits strategy.

Part of that strategy is selecting the right technology partner, who can help you personalize the benefits experience for your workforce and innovate alongside you as your needs grow and change. Another part of that strategy is finding the best vendors and creating cost containment opportunities.

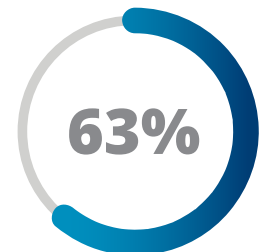
The Benefits Consulting Practice is a team of partners, motivated to drive your benefits strategy forward and find you savings in the process.

## Benefits Consulting Practice Partners with You to:

-  **Review current plan design and optimize your benefits spend.** Our partner relationships offer multiple savings mechanisms, depending on their current line-up.
-  **Consolidate vendor relationships:** Reduce the complexity of managing multiple carriers.
-  **Provide best-in-class partnerships:** Our partners have made the onboarding and management process simple and cost-effective, plus you have the peace of mind that they integrate with Benefitsolver®.
-  **Partner with you for best-in-class offerings:** Our consultants can broker or co-broker the benefits, again streamlining your number of contacts.



Employers misjudge employees' financial health, with a **28% point gap** between reality (55% of employees financially healthy) and perception (83% of employers see employees as financially healthy). *MetLife Study 2023*



63% of U.S workers say they're likely to participate in voluntary benefits from their employer. *Voya 2023*

## Incorporating partner vendors into a single platform creates efficiencies that:



**Boost enrollment + education for voluntary benefits.** The Benefitsolver® enrollment flow guides employees into best-fit coverage through educated decisions.



**Increase year-round engagement with benefits.** The best benefits are those that employees actually use—our platform can provide personalized, timely, activity-based prompts to activate on their benefits.

Our consultants collaborate with our practice to offer a comprehensive suite of services to clients and their employees—from enhancing enrollment, to increasing participation, and optimizing ongoing management. Consultant services are available at no additional cost.



Two-thirds of employees (66%) indicated they are more likely to work with an employer who offer voluntary benefits.

*Voya*

And, one study found that 49% of workers would stay with their current employer if offered access to these benefits.

*BenefitsPRO*



## Our Practice Overview

### Complimentary Employer Services

- Review overall plan optimization
- Make product and carrier recommendations
- Demonstrate ROI and cost savings through redistribution of premium, integration efficiencies
- Broker/Co-Broker voluntary benefits

### Employee Services

- Enroll in all benefits with one login (potential SSO)
- Access education and guidance during enrollment
- Engage in elected benefits and client programs through year-round personalization

### Client Services

- Customize digital benefits communications\*
- Provide ongoing carrier management
- Fuel benefits strategy through employee data and analytics
- Boost enrollment and programs through activation paths and more\*

### Employees Gain

- Generous selection of voluntary benefits
- One benefits “wallet” and one site for benefits interaction
- Increased awareness and education around total benefits
- Personalized benefits interactions that help employees activate coverage

