

Building a Better Benefits Experience Together

Who We Are

We are a service-first company made up of experienced insurance and benefits experts hyper-focused on responding to the needs of our partners and clients with transformational, end-to-end benefits administration services and technology.

» **Single-Source Solution**

From marketing and sales support for leading medical and non-medical carriers to a range of administrative services for your clients, we give you a unique competitive edge and help deliver more value to your clients.

» **Transforming Benefits Since 1969**

Inspired by the compassion and insight of our founder, Moses Malkin, we continue our mission to create the best experiences for clients, brokers, and carriers.

» **Technology That Delivers Results**

Small and large group technology solutions that deliver the right solution at the right time.

» **We Do the Heavy Lifting**

Dedicated sales, underwriting, implementation, and account management teams that project-manage client onboarding, system and carrier setup, training, and renewals.



Grow Your Book
without giving up revenue



Higher Retention
Services that make
clients stickier



Flexible
Administration Options



Project Managed
Marketing and Implementation



High-Touch Service
Delivered with Heart





How We're Different

Our Mission: Grow our business by creating the best experiences for clients, brokers, and carriers.

What makes us different? We go above and beyond to be helpful, solve real problems and provide innovative solutions to help you stand out from your competitors.

- » **Broad distribution of carriers and products** with preferential carrier arrangements for small and large group quoting and proposals.
- » **Exclusive carrier subsidies** offset costs for market-leading technology and our full-range of administrative services.
- » **Fully-managed implementations** for client onboarding, system build, carrier set-up and EDI, training, and billing.
- » **Cleaner electronic carrier connectivity**, from standard EDI integration to incoming 834 processing when PPI is not the system of record.
- » **PPI Enrollment Support Services** A custom approach for communications, in-person and virtual meetings, and one-to-one or call-center enrollment.
- » **Sync payroll data and benefit deductions** with a managed payroll vendor interface.

Standard Admin Services

- Web-based benefits technology
- Combined carrier billing
- 5500 filing
- COBRA Administration
- Real-time online reporting
- Managed implementations
- Assigned account manager
- Billing, eligibility, technology, and complex claim support
- Zywave Client Portal
- Employee self-service tools
- MyChoice mobile app
- BenefitHub employee discounts

Enhanced Services

- Incoming 834 files
- Integrate with virtually any carrier
- Payroll and HRIS connectivity
- Consumer accounts administration
- Core and voluntary Enrollment Support Solutions

Benefits. Technology. Heart.

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