

PlanSource and Unum increase participation by 34%

Case Study Auto Salvage Yard

Location: Austin, TX | **Employees:** 220

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One Source. Many Benefits.



CHALLENGE

Client wanted to make changes to how they offered and delivered benefits as well as offer more than one medical plan. Previously, they enrolled employees into their benefits program using paper and struggled to keep record keeping current and accurate. Employees were only offered one medical plan and no voluntary options. Benefit education was key for this client in order to provide the best for their employees. Client also needed a very quick implementation to go live before open enrollment.

SOLUTION

The broker recommended PlanSource to support the high deductible health plan; and to help the client administer their benefits. PlanSource recognized the client's need for a strong product and service offering, as well as a carrier that could meet their timing needs and therefore recommended Unum. Together, PlanSource and Unum have a strong technology integration that would allow for a quick turnaround to meet the enrollment timeframe and a credit program that provided offsets to the client based on enrolled employees.

RESULTS



47%
participation in
CI and Accident



96%
of employees participated in
benefits education



34%
increase in participation
rates overall



Client went from
paper to ben
admin technology



1 to 8
increase in lines of coverage
offered to employees