

PlanSource and Unum increase participation by 34%

About Unum

Unum offers comprehensive employee benefits solutions through the workplace that help employers build their business and employees protect their families, their finances, and their futures.



Industry: Auto Salvage Yard



Employees: 220



Location: Austin, TX

www.unum.com





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% 47% participation in CI and Accident

96% 96% of employees participated in benefits education

 Client went from paper to ben admin technology

34% 34% increase in participation rates overall

1-8 1 to 8 increase in lines of coverage offered to employees