Benefitplace for Health Plans

Improve efficiency, demonstrate cost savings, empower brokers and grow market share – with a single quote-to-pay platform across group markets.

Benefitfocus®

Introduction

Protecting your constituents, and those they serve, is the lifeblood of your business. Your customers — brokers, employers and their employees — depend on you to provide meaningful health care products that are easy to administer and simple to understand.

Benefitplace™ gives you a new way to differentiate your value to brokers, employers and members. From quoting and enrollment to billing and payment, Benefitplace is a total solution designed specifically for health plans, with 20+ years of guided input from health insurance companies.

With Benefitplace, you get more than just a technology solution. You'll gain a designated, in-house customer support team to ensure your success from implementation to adoption to year-round initiatives, at no additional cost.

With Benefitplace you can...

- ✔ Support brokers with a seamless, integrated quote-to-pay experience for both health and voluntary products.

- ✔ Improve efficiency with straight-through automation and proven data integrations, on a single digital platform.

- ✔ Achieve ROI potential faster with a full range of complementary services to help you meet your goals and deliver results.

20+
years serving health plans

40+
leading health plans use our technology solution, Benefitplace

150,000+
employers choose our solutions and services

25 million+
consumers rely on our platform for benefits
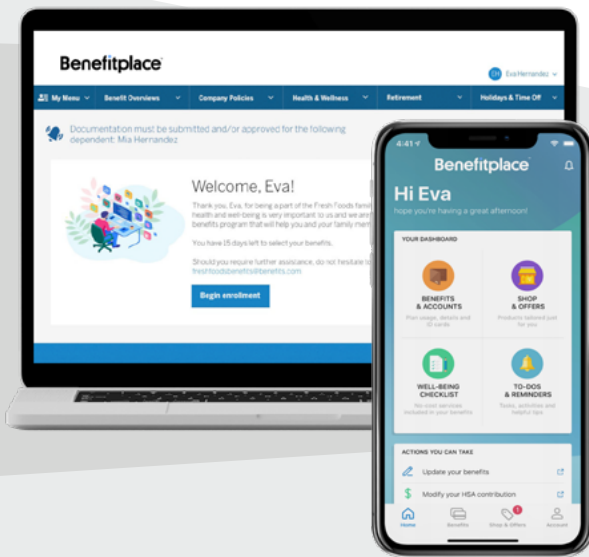
Benefitplace™

Learn more about Benefitplace

One Platform

Benefitplace allows health plans to support groups of all sizes with a SaaS-based, multi-dimensional platform.

Lower your implementation costs and launch products faster with the Benefitplace single-platform architecture. Benefitplace comes pre-packaged with UX design, development environments and automated tools without traditional UI coding. Flexible UI frameworks, API-driven workflows, data driven communications and mobile interfaces make it easy and fast to deploy the platform.

- ⊘ Increase time to value with scheduled releases, automatic upgrades and maintenance, mobile-ready interfaces and extensive technical services and support.

- ⊘ Reduce costs and integrate with your existing technology stack via an API-enabled service-oriented architecture.

- ⊘ Experience stable and secure, remote and on-premise performance with 99.99% system uptime and sub-second response time.

- ⊘ Access a full set of enhancements quickly with a single code base and unified data model plus services including automated testing, configuration, deployment and ongoing release communication and management.

- ⊘ Accelerate broker sales and renewals with dashboards that drive actionable insights to help them serve employers.

- ⊘ Streamline tasks with seamless, virtual interactions across brokers, employers and employees throughout the user experience.

Learn More

> " We've got a cadence together with Benefitfocus that we're able to adapt and adjust based on what is needed from the industry and that collaborative nature will serve us all very well into the future."

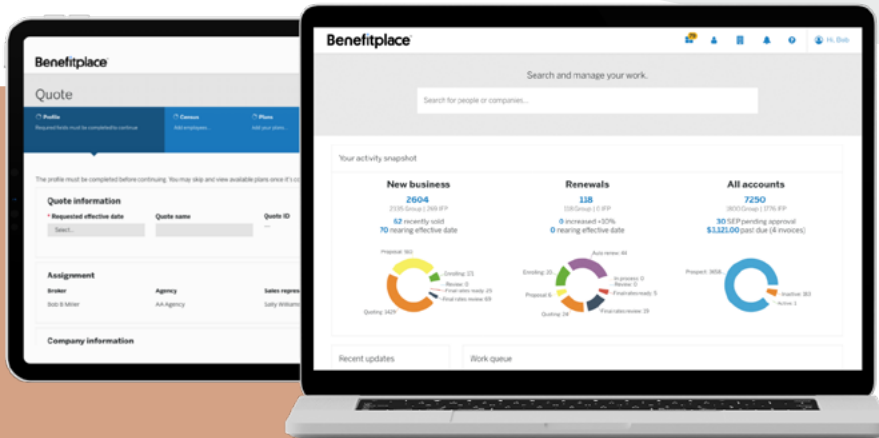**BlueChoice HealthPlan of South Carolina**

Quoting & Activation

Empower brokers to accelerate group sales, boost product strategy, simplify group onboarding and process renewals faster.

Make quoting easier and faster for your brokers with a guided, intuitive experience across health, voluntary and specialty products, all in one place. Proven synchronization between quoting and enrollment, accelerates onboarding and renewal functions for groups of all sizes. Integrated controls keep brokers and health plans in sync with product and plan offerings.

- Produce instant, comprehensive group quotes with minimal data entry and optional support for census file uploads.

- Enable dynamic plan building within the workflow via a rules-driven quoting engine.

- Help brokers stay on top of sales and renewal activities with AI-powered, event-driven messages.

- Flexible funding options, including employer contributions and multi-tiered structures.

- Accommodate plan changes with simplified, off-anniversary quoting and renewals.

- Built-in dashboards for real-time visibility into sales activity, renewal times, enrollment status and group participation trends.

200,000+
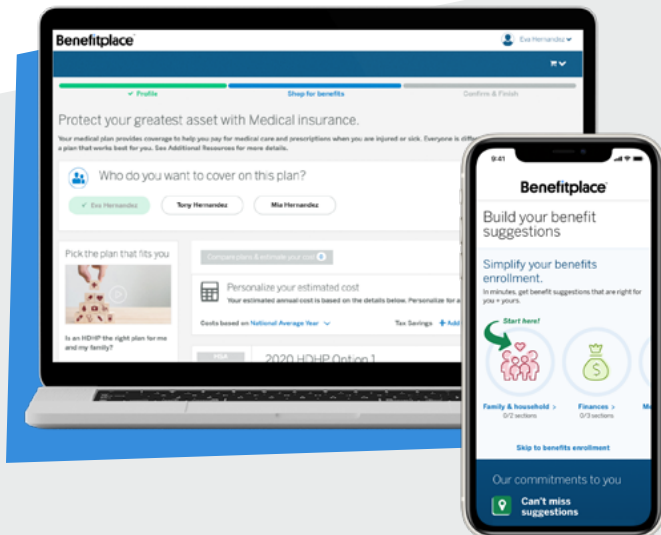**brokers on Benefitplace platform**

Learn More

Eligibility & Enrollment

Streamline web and file-based enrollments with user-based roles, personalized plan recommendations and year-round benefit administration.

Benefitplace helps you automate your enrollment experience, enforce eligibility rules and empower more informed decisions across groups of all sizes. Integrated administration tools and customized workflows are included, along with a retail-like shopping experience across PCs and mobile devices.

Plan comparison tools and cost estimators provide decision support throughout the enrollment experience. With national industry benchmark claims data integrated into the plan comparison experience, members can estimate plan costs and more easily identify the plan and coverage level that best meets their individual health care needs.

- Engage users with a retail-like shopping experience with educational videos, plan comparison tools, cost calculators, secure messaging and online chat support.
- Drive operational efficiency with secure data integrations.
- Ensure compliance with role-based access for brokers and administrators to review and approve elections quickly.
- Improve satisfaction with year-round support for dependent and beneficiary management as well as contributory accounts.
- Access information quickly with comprehensive reports and help groups complete tasks efficiently with automated administrator tools.

700 million+
benefit transactions supported annually
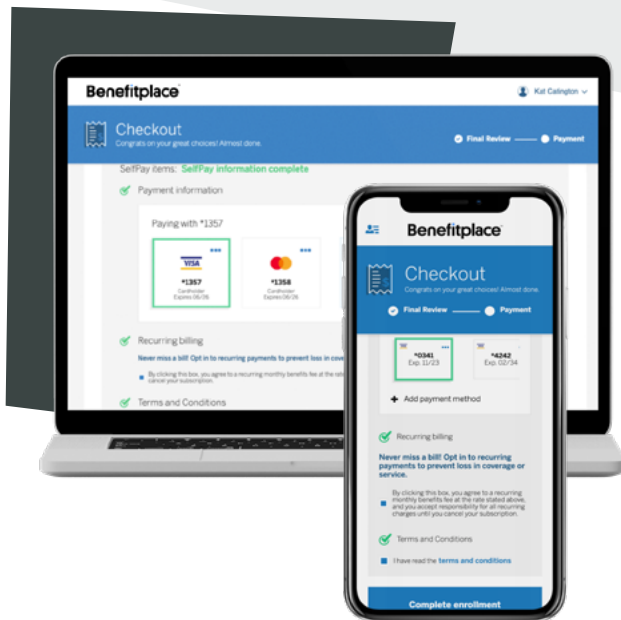
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Billing & Payments

Make it easier for your members to pay their insurance premiums with a consolidated billing and payment solution that is engaging and easy to use.

Benefitplace consolidates and automates invoice presentment and distribution, payment collection and billing adjustments while creating a simple, convenient way for customers to securely receive and pay their bills. Consolidated billing invoices are available for all lines of business, including voluntary products.

- Offer members an engaging, online experience with support for major payment options, including credit and debit cards.

- Simplify and automate payment processes with synchronized enrollment and billing data.

- Increase flexibility with support for all invoice types, including fully insured, self-insured, self-billed and list billed.

- Reduce the cost of producing and mailing invoices with one consolidated invoice for health, dental, life and other voluntary products.

- Gain greater visibility with detailed reports and dashboards for monitoring and managing payments.

- Secure and compliant payment transactions, including NACHA and PCI standards.

17 million+
invoices supported

$70 billion+
in annual payments on our platform

Learn More

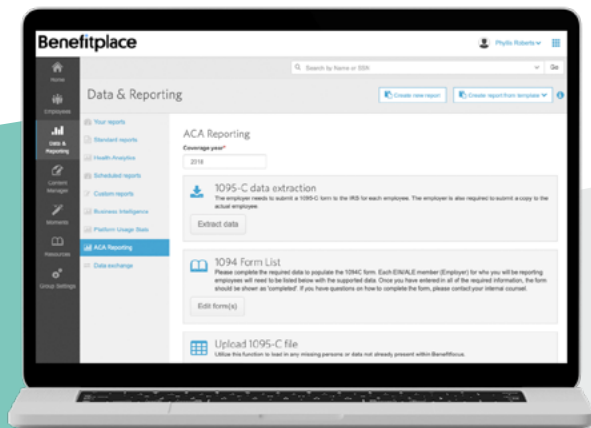*Source: 2019 Benefitplace Utilization Statistics

Data Management

Reduce costly data errors, exceptions and inefficient manual processes with automated file processing, API-based integrations and near real-time data exchange.

Drive efficiency and data accuracy by automating the exchange of enrollment and billing data across multiple systems, including employer web portals, HR and payroll systems, banks for HSA, FSA and HRA enrollment, and third-party administrators for COBRA. We've implemented thousands of reliable and secure connections using a wide range of data exchange technologies including hosted, single sign-on, vendor managed and APIs.

- Enjoy greater system scalability, interoperability and security to support evolving strategic and tactical business needs.

- Slash the time, risk and costs associated with manipulating data from disparate systems with a single, load-ready pre-formatted file incorporating your business rules and threshold safeguards.

- Experience best in class support with a designated team to guide you through file management.

- Gain instant visibility into the data exchange process through integrated dashboards that allow you to monitor the accuracy and timeliness of your files.

99.9%

first pass yield ensures accurate data transmissions, lower administrative expenses and satisfied members.

Learn More

> " Our customers are looking for strong and scalable data integration solutions and Benefitfocus provides a trusted platform and proven technology that will help us better serve our customer and their employees by simplifying how they manage and interact with their plans and benefits."

Blue Cross Blue Shield Louisiana

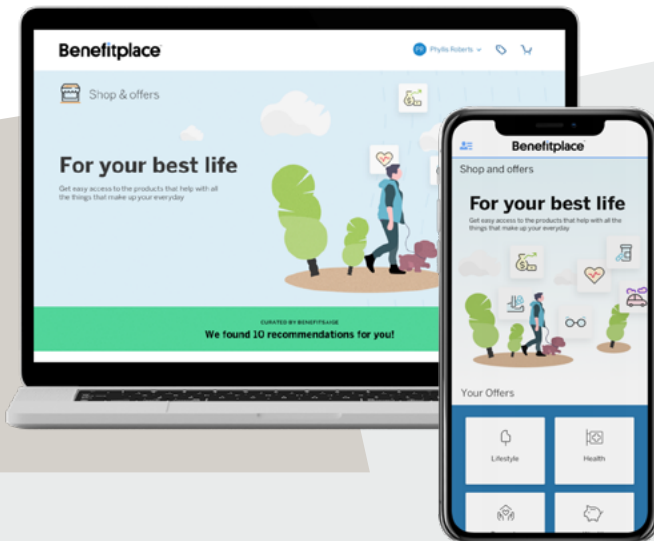*Source: 2019 Benefitplace Utilization Statistics

Benefit Catalog

Differentiate your health plan and product offerings with a catalog of leading voluntary products that are pre-vetted and integrated into the enrollment experience.

Boost new revenue by adding voluntary and supplemental benefits to your product portfolio. Benefitfocus brings experience in helping health plans and brokers define the voluntary product strategy with product placement and adoption tactics to increase enrollments. Packaged with personalized, event-driven recommendations, these products transform benefit enrollment from an annual transaction to a meaningful, year-round experience.

- ✓ Attract brokers and grow market share by expanding your product offerings to include cultivated voluntary and specialty benefits.

- ✓ Simplify quoting, enrollment and billing for health and voluntary benefits, so brokers spend more time selling and less time on administrative tasks.

- ✓ Help improve customer retention with the perfect mix of protection in a single, simplified and guided enrollment experience.

- ✓ Quickly launch new products at any time of year with support from Benefit Catalog advisors.

$800 million

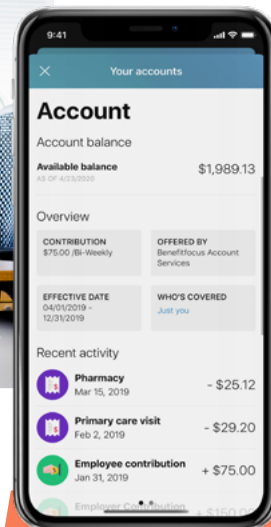**in premiums through Benefit Catalog**

Learn More

Support & Services

Help maximize your technology investment with an experienced, designated customer success team, at no additional cost.

Benefitplace is more than a technology solution. Benefitfocus stands by our product and brings value to your health plan by bringing together the technology, the process and the people.

Our integrated service model was designed with input from more than 40 health plans over the last 20 years. Benefitplace includes complimentary end-to-end support from a team of professionals accountable for your success all year long. Our associates are relationship builders and technical experts who help with the successful completion of your projects at every stage of our relationship.

- Ensure high quality customer service with a single point of accountability for implementations, open enrollment, renewals and ongoing initiatives.

- Leading you every step of the implementation journey – designing the best solution, planning and managing milestones and executing for on-time delivery.

- Designated, in-house professional team applying an integrated approach to customer success – strategic support, governance and case management.

- Maximize your potential ROI with specialized market adoption teams that create personalized programs for brokers to onboard employer groups and monitor platform usage.

Learn More

Community-Driven Innovation

Join a vibrant, influential community with Benefitfocus. You'll be invited to participate in networking events, advisory and product councils and online forums giving you countless opportunities to share best practices. Tap into the collective knowledge and experience of health plan professionals as you contribute to the innovation of products and the enhancements of Benefitplace.

Benefitfocus also offers an online engagement portal enabling you to manage account information, connect with support teams and access timely platform and educational videos. With direct access to Benefitplace experts, you'll be able to solve challenges more quickly and leverage the latest community innovations.

About Benefitfocus

Benefitfocus (NASDAQ: BNFT) unifies the entire U.S. benefits industry on a single technology platform to protect consumers for life. Our powerful cloud-based software, data-driven insights and thoughtfully-designed services enable employers, insurance brokers, health plans and suppliers to simplify the complexity of benefits administration and deliver health, wealth, property and lifestyle products through a world-class benefits experience. Learn more at **www.benefitfocus.com**, LinkedIn and Twitter.

With 20+ years solely focused on advancing the health care and benefits industry, we're ready to put our experience to work for you!

Contact **sales@benefitfocus.com** to schedule a demo today.