



Medical Carrier Services

Multi Carrier Network

Brokers are the principal distribution source for medical carriers, and understanding and impacting broker behavior are important objectives for carriers. By participating in the HealthConnect network, medical carriers not only streamline carrier-broker-employer interactions, but also obtain insight into broker quoting behavior and the ability to impact that behavior with measurable results.

Private Label Carrier Portals

Effective sales automation solutions enable medical carriers to reduce costs through workflow automation and increase sales through shortened sales cycles, more effective cross selling, higher retention and improved broker loyalty. To assist medical carriers in developing effective solutions that meet the needs of all constituents (brokers, underwriting, sales, actuarial, and employers/employees), HealthConnect has developed three highly configurable modules that address the entire sales and service lifecycle—Quoting, Enrollment and Renewals.

Multi Carrier Network

Product Placement: Carriers place their plan and network information onto HealthConnect and gain immediate access to over 6,700 agents that produce over 10,000 medical quotes each day throughout 17 markets. Carrier products are placed on the shelf, at the point of sale, right where quoting activity takes place.

Enrollment Connectivity: Connecting to HealthConnect's multi carrier enrollment engine, carriers achieve significant increases in accuracy and dramatic reductions in processing time. This efficient solution eliminates the need for tedious paperwork and manual, redundant data entry for all three constituents—carriers, brokers and employers—resulting in measurable, significant ROI's for carriers.

Market Intelligence: Every broker click is counted and measured. HealthConnect turns around invaluable data regarding broker behavior that allows the carrier to act based upon market facts, not just anecdotes. Market Intelligence, Plan and Rx Analysis, Provider Network Analysis, Competitive Assessments and Targeted Marketing Campaigns make our market intelligence service (branded CarrierConnect) the ultimate carrier marketing information tool in the country.

Why HealthConnect?

Significant Broker Adoption: HealthConnect has one of the largest health insurance agency client base in the United States and a proven ability to drive significant broker adoption when entering new markets. As such, we offer carriers the opportunity to interact with a significant number of brokers and drive increased business activity.

Unique Product Offering: HealthConnect is one of the few small group multi carrier quoting services available in the United States, and has, by a very wide margin, the largest client base, geographic reach and functionality. Further, CarrierConnect is the only product of its kind available in the market. Accordingly, the significant return on investment derived by carriers from participating in our multi carrier exchange are only available by working with HealthConnect.

Proven Results: 10+ years, 50+ carrier implementations, 40+ GA's, 2,700 Agencies, 17 markets and 20 million quotes later, HealthConnect is the undisputed market leader in the employee benefits sales and service automation sector with 100% client referenceability.

Private Label Carrier Portal

Quoting: HealthConnect leverages its wealth of expertise to provide carriers an attractive, user friendly quoting system that brokers know, and more importantly, use. All activity is tracked, reported and analyzed. Our Online Quoting system has years of broker requests and enhancements built-in to ensure adoption. The system reduces carrier administration costs, improves broker relations, and has a convincing return on investment that immediately impacts the bottom line.

Enrollment: From quoting to case installation in minutes, not days. A seamless, errorless enrollment is completed online driving sales, revenue, and decreased turnaround times. Your state approved form of application is reproduced in digital format to provide an intuitive user interface that is used by the employer, employee, broker, or GA. HealthConnect offers several options for delivery to meet every carriers' needs. Carriers can choose clean scrubbed paper applications, digital PDF documents, XML data transfers or full deployment to the carrier's legacy system.

Renewals: Leveraging the quoting and enrollment systems, HealthConnect provides a complete online renewals module that allows the broker to quote the renewal as well as options, communicate the alternatives to the client, and then complete the renewal online. Online Renewal automates a service and paper intensive process, lowering costs and increasing persistency.

Why HealthConnect?

Significant Experience: HealthConnect's exclusive focus is providing automation solutions for the sale and service of employee benefits, with a particular emphasis on health care, and we have implemented these types of solutions for over 50 carriers. We have developed significant domain expertise and can deliver a team of uniquely qualified personnel to meet your needs using systems that have been built and refined for over a decade.

Complete and Flexible Solutions: Our suite of solutions cover the entire sales and service lifecycle—from prospect, to quote, initial case installation, service tracking and renewal. These solutions can be deployed on a modular basis, allowing carriers to automate those tasks they feel are important and in the sequence that makes sense for them. Having deployed these solutions for numerous clients, we also understand requirements vary dramatically from carrier to carrier and state to state, and accordingly have built highly flexible solutions that are completely customizable to our clients' individual needs.

Leverage: For medical carriers operating in areas where HealthConnect has a brokerage client base, HealthConnect integrates the private label portal with those broker clients, achieving greater system utilization for the carrier and thus enhanced ROI's. ■

OFFICE LOCATIONS:



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