

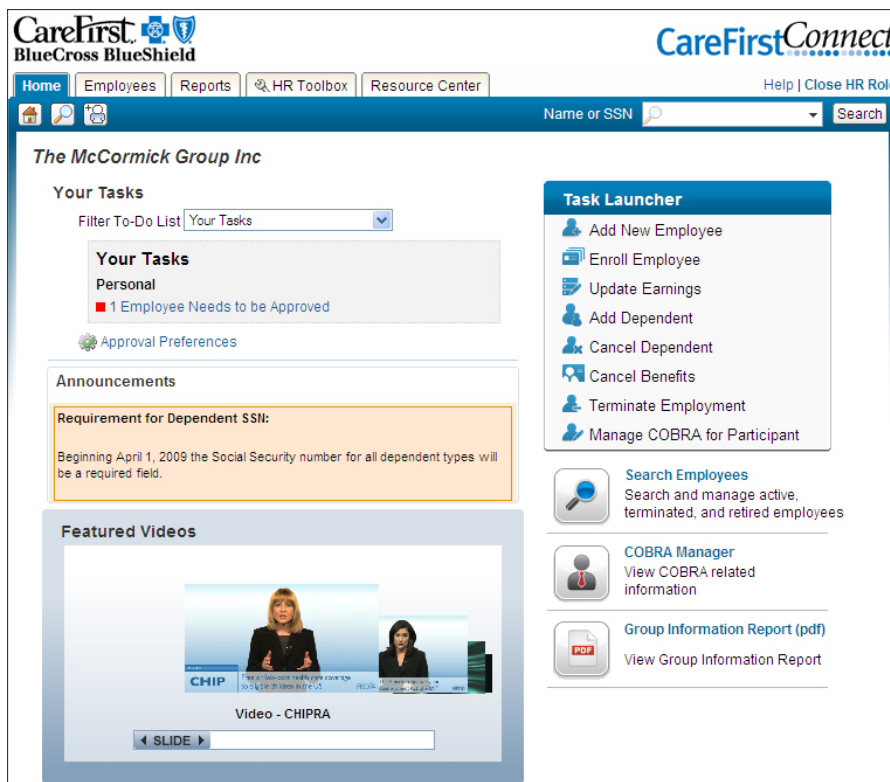
Top 25-ranked Independent Executive Search Firm

The McCormick Group is the largest independent executive search and consulting firm in the Washington, D.C. metropolitan area. The company is ranked as one of the top 25 largest executive search firms in the U.S. based on revenue. With a foundation in Fredericksburg, Va., including locations in Arlington, Va. and Boston, Mass., The McCormick Group addresses companies' needs for strategic hires from mid-management to the executive suite across all functional disciplines.

Traditional Processes Resulted in Excessive Delays

The McCormick Group was experiencing substantial delays in processing information with its previous benefits system. "I would go in and try to make changes to the system, and then check and nothing had happened," said Martha King, Arlington administrative manager for The McCormick Group. "The turnaround time was not good."

Additions and terminations were also an issue for the company. Forms were filled out and either faxed or mailed, resulting in incomplete information and data entry errors. For example, it would be days for the company to find out that certain data had not been processed. Any changes to the system had to be done over the phone or submitted via paper, involving a lengthy and tedious process. These inefficiencies affected everyone at The McCormick Group in some way; the company knew they needed an enhanced process.



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BCBSSC's venture toward an online enrollment system led them to a partnership with Benefitfocus. In fact, Blue Cross and Blue Shield of South Carolina was one of the first inductees into the Benefitfocus 80 Percent Adoption Club for the small group market segment.

Benefitfocus Platform™ Guides Employees Through Simplified Process

The McCormick Group's insurance carrier, CareFirst BlueCross BlueShield, partnered with Benefitfocus to offer its employers the Benefitfocus Platform. The solution, privately labeled CareFirst Connect, was recommended to The McCormick Group to help achieve its goal of a better and more efficient employee benefits management process.

The Benefitfocus Platform guides employees through the enrollment process by replacing the paper-based method with an easy-to-use application delivered via the Internet. The Platform automates repetitive business functions and tasks while allowing The McCormick Group to remain in control of its employees' information.

The implementation of the Benefitfocus Platform CareFirst Connect for The McCormick Group was highly successful. "Our representative at Benefitfocus called and walked us through the entire process, detailing exactly what was going to happen," recalled King.

Solutions Provided Accurate Enrollment Elections and Increased Employee Satisfaction

With the Benefitfocus Platform, the Human Resources department now makes employer roster and enrollment information changes electronically and without error. The information synchronizes with payroll and HR systems for integration across the board. Adjustments are made right away, eliminating the delays that the McCormick Group had struggled with previously.

"Before there was such a long turnaround time when changes were made," said King. "With CareFirst Connect, if I make any modifications I know they will go through and will be updated timely."

Employees are also satisfied with the new system, citing that they receive their enrollment information faster and have increased control over their information.

"It's amazing having someone there whenever I need a question answered. Everyone I speak with is eager to help," said King

