

BENEFITFOCUS FACT SHEET

All Your Benefits. One Place.

Benefitfocus is the country's leading provider of benefits technology. More than 16 million consumers and 300,000 employers manage all types of benefits in the Benefitfocus cloud. By delivering technology that integrates all benefits in one place, Benefitfocus provides a better way to engage consumers, educate employees and simplify benefit enrollment and management.

Shop, Enroll, Manage and Exchange

Benefitfocus provides employers, insurance carriers, consumers and government entities with cloud-based technology to shop, enroll, manage and exchange benefits information. Benefitfocus clients include small, medium and large employers from all industries, as well as the nation's top insurance companies. The Benefitfocus Platform provides:

- Enrollment for more than 100 types of benefits
- Plan shopping, consumer engagement and education
- HR management and reporting tools
- Defined contribution support
- Private and public exchanges
- Sales automation and underwriting
- Online bill presentation and payment
- Data exchange and payroll integration
- Apps for voluntary benefits, finance and wellness

Benefitfocus Technology

Benefitfocus is dedicated to design and engineering, and our technology is built with the consumer in mind. The Benefitfocus Platform is cloud-based and with multiple releases a year, we respond quickly to industry changes, new legislation and the evolving business needs of our clients.



SCAN TO WATCH

EMPLOYERS

- Manage all benefits in one place
- Engage and educate employees
- Support defined contribution programs
- Increase benefit participation
- Build a benefits marketplace

CARRIERS

- Support all markets
- Manage private exchanges
- Enhance brand with consumers
- Synchronize online enrollment and billing
- Increase market adoption and retention

BROKERS

- Simplify pre-sales and renewal processes
- Offer sophisticated plan shopping
- Provide educational tools
- Reduce quote-to-card time

GOVERNMENT

- Manage insurance exchanges
- Enforce business rules
- Comply with legislative requirements
- Provide plan shopping and education

The image displays two screenshots of the Benefitfocus web application. The top screenshot shows the 'All Your Benefits. One Place.' landing page with a navigation bar (HOME, MY BASIC INFO, MY BENEFITS) and a 'Get started' button. A sidebar on the left contains links for 'My Login Information', 'My Language Preferences', and 'Video Glossary'. A right-hand panel titled 'An Important Note for You' provides enrollment instructions. The bottom screenshot shows a 'Congratulations Mary!' confirmation page with a large checkmark icon, a confirmation number (378911032), and a progress bar for 'Your Enrollment Progress' with four steps: 1. My Basic Info, 2. My Open Enrollment Benefits, 3. Summary, and 4. Confirmation (highlighted).



FEATURED CLIENTS

Education - Charlotte-Mecklenburg Schools, Cumberland County Schools, East Carolina University, Embry-Riddle Aeronautical University, Furman University, Howard County Public Schools, Kansas City School District, Kent State University, Mesa Public Schools, Roanoke City Public School District, Tulane University, University of Alabama at Birmingham, University of North Carolina at Chapel Hill, Wake County Public School System, Winston-Salem State University

Government - City of Carmel, City of Charleston, City of Kannapolis, City of Myrtle Beach, City of Portland, City of Salisbury, City of Winston-Salem, New Hanover County Government, Salt Lake County, State Health Plan of North Carolina, State of Iowa, State of Maryland

Grocery, Food and Agriculture - Hy-Vee, Murphy Brown Farms, Muscatine Foods Corporation, Nash Johnson and Sons Farms, Piggly Wiggly Carolina, Tops Friendly Markets, West Liberty Foods

Healthcare - Akron Children's Hospital, Bayada Nurses, Bon Secours Health System, CRC Health Group, Fauquier Health System, Horizon Bay Retirement Living, Lenoir Memorial Hospital, Rex Healthcare, UNC Healthcare

Insurance Carriers - Aetna, Alliant, Arkansas Blue Cross and Blue Shield, BlueChoice HealthPlan, Blue Cross and Blue Shield of Alabama, Blue Cross Blue Shield of Delaware, Blue Cross and Blue Shield of Florida, Blue Cross Blue Shield of Kansas, Blue Cross and Blue Shield of Kansas City, Blue Cross and Blue Shield of Louisiana, Blue Cross and Blue Shield of Massachusetts, Blue Cross Blue Shield of Michigan, Blue Cross and Blue Shield of Montana, Blue Cross and Blue Shield of Nebraska, Blue Cross and Blue Shield of North Carolina, BlueShield of Northeastern New York, Blue Cross of Northeastern Pennsylvania, BlueCross BlueShield of Northwestern New York, Blue Cross & Blue Shield of Rhode Island, BlueCross and BlueShield of South Carolina, Blue Shield of California, CareFirst BlueCross BlueShield, HealthNow, HealthSpring, HMSA, Horizon Blue Cross Blue Shield of New Jersey, Independence Blue Cross, PacificSource, The Regence Group, Tufts Health Plan, USABLE Life and Wellmark Blue Cross and Blue Shield

Manufacturing and Distribution - Chicago Bridge & Iron, EnergySolutions, Faurecia, Genco, General Parts, Haemonetics, Kansas City Southern, Leviton, Mears Transportation, Morganite Industries, Murphy Oil Corporation, Werner Enterprises

Professional and Business Services - Capital City Bank, Cognizant, LaVie Administrative Services, QinetiQ, Safelite Auto Glass, Simon Property Group, Sykes, The Budd Group, Valley National Bank, UFCW and Employers Trust, LLC, Waddell and Reed

Retail - Armani Exchange, Brooks Brothers, Elizabeth Arden, Garmin, Groupon, Hendrick Automotive Group, Hibbett Sports, Les Schwab Tires, Lithia Motors, The Wet Seal, Tuesday Morning, QVC

LEADERSHIP TEAM

Shawn A. Jenkins
President and CEO (founder)

Mason R. Holland, Jr.
Chairman of the Board (founder)

Andy Howell
Chief Operating Officer

Don Taylor
Chief Technology Officer

Milt Alpern
Chief Financial Officer

Annmarie Fini
Senior Vice President, Employer Business Unit

Greg McLain
Senior Vice President, Finance

Jim Kelly
Vice President, Employer Sales

Mike Murphy
Vice President, Carrier Sales

OFFICES

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