



Is it 'BeniComp Insurance Company' or 'BeniComp Health Solutions'?

In August 2019, we officially changed our company name from BeniComp Insurance Company to **BeniComp Health Solutions** to reflect our mission statement.

Where are your offices located?

Our first office was established in 1962 in Ft. Wayne, IN. In 2014, Doug Short (CEO) opened a new office in **Tampa** and proclaimed it the official headquarters of BeniComp. This is our office of innovation and product development. Operations take place in **Ft. Wayne**.

Who is on your leadership team?

Doug Short (CEO), Steve Presser (COO), Amanda Wester (CFO) Matt Horton (Data Architect) Malcolm Scott (Director of Operations), Jaime Gallo (Director of Product Development), and Kieran Pittman (Director of Strategic Growth)

Are you an insurance company?

We have operated as an insurance company in 43 states and 50-state TPA since the beginning. However, **we see ourselves as a health technology company** that utilizes insurance as a vehicle to impact the health of populations with strategic solutions.

What do you do?

We develop customizable solutions for employer groups to control the costs of their healthcare and manage the health of their population with technology, cutting-edge insurance practices, and a proactive approach to health.

Who do you work with?

We work with employer groups of all sizes and their individual employees when Preventive Health Management is involved. We also work with brokers who are aligned with our values of transparency. Our products and services can service organizations of any size.

Do you operate in all 50 states?

Yes, we are a licensed TPA in all 50 states which means we can manage benefits administration everywhere. Our supplemental insurance product (BeniComp Select) and IncentiCare group plan currently operate in 43 of 50 states.

What is Pulse?

Pulse is our proprietary software/tech platform that was built from the ground up to solve the gaps and inefficiencies of the out-dated legacy systems that the bulk of the industry operates with. It is a software system built for companies to input their own modules and **manage the health of entire populations with data analysis and seamless integrations.**



What is IncentiCare?

IncentiCare is a product for companies with self-funded insurance plans. It allows them to control their health expenses by managing the health of their population. It has **strong incentivizing power that gets 96% of employees to participate in annual health screenings** in order to earn thousands of dollars in the deductible space. That data is analyzed in Pulse to **expose health risks** which are then directly addressed by health coaches and clinicians who focus on lifestyle-based changes to **reverse and prevent the root causes of disease**.

What is BeniComp Select?

BeniComp Select is a product that organizations elect to add on to their base plan as a supplemental policy in order to **reward specific, key employees with \$0 in out-of-pocket medical expenses**. It covers everything from dental and vision to chiropractors and acupuncture to medically necessary home renovations. BeniComp Select also provides a huge tax advantage to employers, which is why we have many 1 or 2 person companies who elect to use the policy.

What is QSEHRA?

QSEHRA is a health reimbursement arrangement for employers with less than 50 employees. It allows employers to give **tax-free allowances in pay-as-you-go fashion** so employees can choose the plans and medical expenses that best suit their individual needs.

What are your biggest initiatives?

Our biggest initiatives are in **product innovation and software development**. Technology is the key to our future and we are rapidly meeting new advancements and features to integrate into Pulse. IncentiCare is a big part of this, too, as we launched our strategy for self-funded employers this year that integrates **IncentiCare and Preventive Health Management** as key components. Our third initiative this year is our **involvement with the community of Tampa**. We are collaborating with leaders in our own backyard to help Tampa become a model of population health management that is sustainable and can grow and scale.

How many employees do you have?

26-- 15 in Tampa and 11 in Ft. Wayne