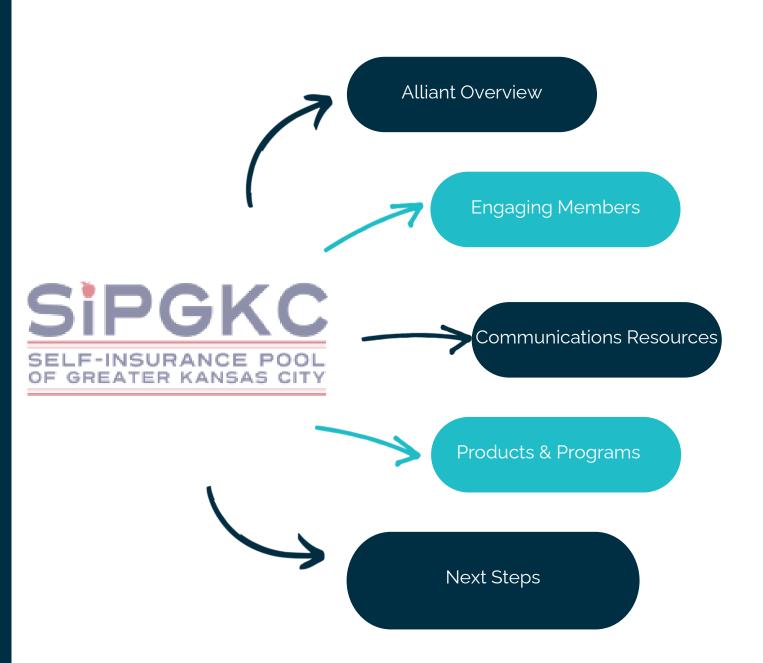


SiPGKC

Supplemental Benefits Program Platte County School District

April 4, 2025



Agenda

One of the Nation's Leading Consulting Firms

Number 5: "100 Largest Consultants of U.S. Business" (Business Insurance)

Number 5: "Top Global Insurance Brokers" (Best's Review)

"One of America's Best Midsize Employers" (Forbes)



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Alliant Ownership
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Alliant Public Entity Pooling Group

Actuarial, consulting, and data management have become table stakes for benefits pools looking to support their member groups. While offering a full suite of capabilities in those areas we also put a large focus on helping associations/pools manage and grow their footprint. Our goal is to increase the visibility of your brand leveraging the tools and capabilities that Alliant can offer. From product designs, carrier negotiation, marketing, and sales we look to be a full-service partner in the life of a public sector pool. Our group works solely in the public sector, and we understand the needs of pools and associations created to support their members. The Alliant Public Entity Pooling Group is all about growing **your brand**, not ours.

Overview

1,500+ Active Groups

Public Sector Industry

Covered Members

1.1M

Benefit Risk Pools Focus

Alliant's Responsibility

- RFPs and vendor management
- Benchmarking and Market intelligence
- Communication to member districts
- Sales & Marketing
- Product Design

Product Support

- Health-RX
- Reinsurance
- Medicare
- Ancillary Products

Core Areas

Strategy

- RFP & Vendor marketing
- Product design
- Rating assistance

· Benefit Technology

- Sales & Marketing
- Actuarial & Underwriting
- Strategy

Sales

- Benchmarking & Market Intelligence
- Market intelligence
- In force client relationships
- Sales efforts (as your representative)

Administration

- Vendor Management
- Communication
- Dependent pricing
- System interface

Addressing Common Challenges

- Competing third parties
- Loss of purchasing power
- Small staffs with limited sales/marketing
- Cost control issues

Our Goal:

SiPGKC Ancillary Benefits Program

Our goal is to help SiPGKC develop and market a strong ancillary benefit offering that can benefit all of its member districts. Your collective purchasing power paired with our experience and support will allow you to build a best-in-class ancillary benefits solution that districts can utilize when adding additional non-medical options to their employee benefit package.

Districts can opt-in to the program at their discretion as these benefits will wrap nicely around the core medical plans already in place.

Key Advantages to joining the ancillary pool:

- Lowered premiums and improved benefits
- Enhanced performance guarantees from vendors
- Increase guaranteed issue amounts on life and disability coverages
- Longer rate guarantees
- Reduced employee premiums for voluntary benefits
- Full administrative support with limited HR team lift



Purchasing Power

With a larger number of covered lives SiPGKC will negotiate superior ancillary benefit plans, rates, and service commitments for districts.

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Simplified Procurement

Consolidated vendors agreements will simplify a districts procurement process by allowing any district to "piggy-back" onto the intimal agreement with each ancillary benefits vendor.



Streamlined Administration

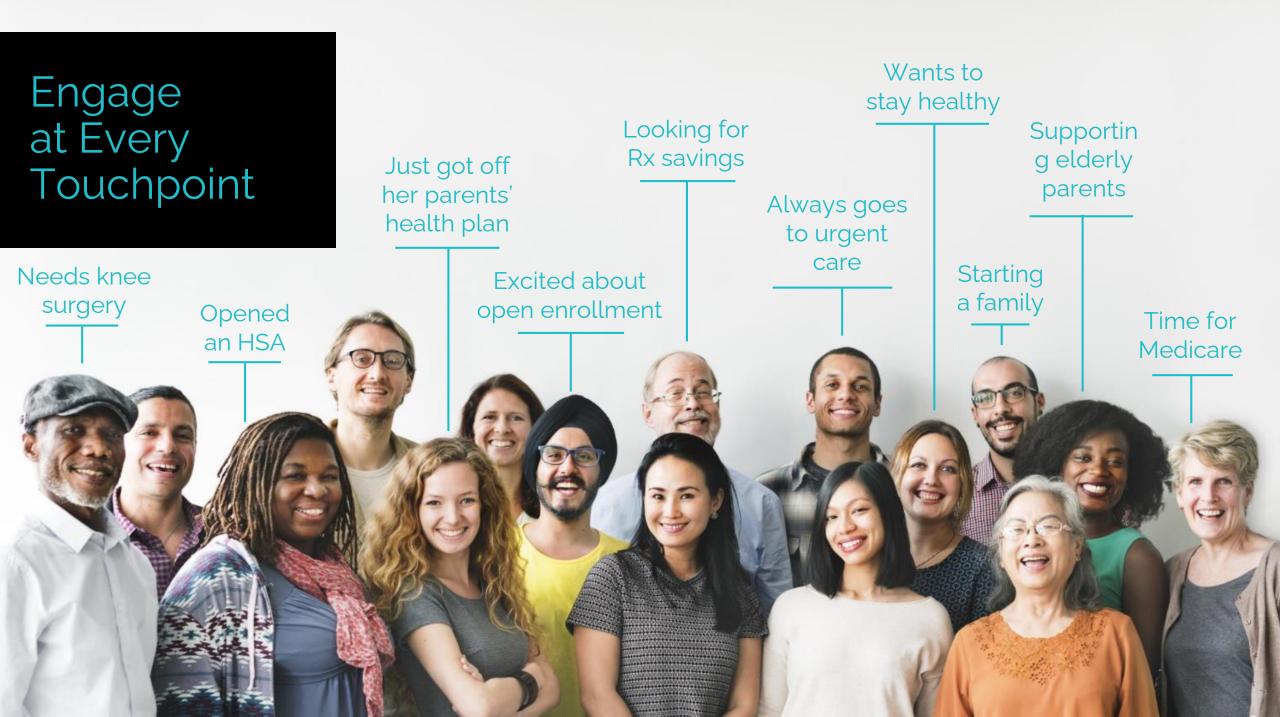
Employee ancillary benefits call center, billing consolidation, and ben admin integrations can all be managed with low HR team lift.



Enhanced Employee Options

Your district will now have the plans and rates negotiated with the collective force of SiPGKC pool. This will significantly improve pricing, plans and member tools available. Vendor performance guarantees and commitments will also increase for your members.

Engaging Members



Typical Engagement

Issues

The largest risk to a benefits pool is an unengaged member population.

Employees/Members

- Low employee engagement & program awareness
- Do not feel a differentiated experience
- Challenges making the correct plan selection
- Feel that the benefits experience is confusing or hard to navigate
- District benefit investment does not align with employee perception

Districts

- Small staff with limited time
- Not leveraging ancillary vendors for communication resources
- Large number of carriers and programs to manage
- Annual enrollment is overwhelming
- Rely on "passive" vs "active" enrollment strategy
- Conversion to full digital onboarding and communication
- Have not refreshed the engagement strategy in many years
- Full reliance on local broker focused on selling product vs educating members
- Limited communication tools/resources

Who is controlling your message?

Ancillary brokers perform the following services for districts:

Health plan pricing and plans

One-on-one benefit program education

Benefit admin system & enrollment management

Employee call center & communication materials

COBRA, FSA, HSA administration

HR administrative support

Vision/Life/Disability/Supplemental Health

Ancillary brokers often push products on members vs educating them.

Let us do the heavy lifting!

The project plan will put the weight on our shoulders allowing your team to focus on key strategic priorities.

Action Items	SiPGKC	Alliant
Vendor Marketing & RFP negotiations		Yes
Vendor Implementation		Yes
Benefit Administration System Implementation		Yes
File Feed Integrations		Yes
Billing and Eligibility		Yes
Employee Communication Materials Buildout		Yes
Ongoing Vendor Management		Yes
Benefit Call Center Implementation & Management		Yes
Vendor Interviews	Yes	Yes
Check in calls	Yes	Yes
Quarterly utilization reviews	Yes	Yes
Member satisfaction feedback	Yes	Yes
Final approval on all member facing items	Yes	10

Communication Resources

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Benefit Administration Strategy



Open Enrollment

Alliant Insurance Services

CORE MATERIALS

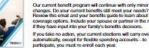
Email



Taking Care of What Matters

Benefits open enrollment is happening Oct. 1-15. Read on to learn what that means for you.

Do you want to make changes?



changes. Do your current benefits still meet your needs? Review this email and your benefits guide to learn about your coverage options. Include your spouse or partner in the review if they have input into your family's benefits decisions. If you take no action, your current elections will carry over automatically, except for flexible spending accounts--toparticipate, you must re-enroll each year

Open Enrolment Presentatio

Benefits Guide

What's open enrollment? Open enrollment is your annual chance to update your benefit choices and dependents, and enroll or re-enroll in flexible spending accounts. After open enrollment

ends, you can't change your benefits elections until next year's open enrollment, unless you experience certain life events



Need more details? Attend a meeting

Time 1	Bate:	Location
10-11 a.m.	Oct. 1	Conference Room 106
tt a.mnoon	Oct. 5	Hall of Innovation
moon-1 p.m.	Oct. 8	Break Room B

MyBenefits.Life: Your 24/7 Resource

Understanding your benefits is easier than ever with MyBenefits.Life, your website and app for employee benefits information anytime, anywhere. You can leg on to MyBenefits.Life from your computer, tablet, or smartphone. Visit MyBenefits.Life on the web or download the MyBenefits.Life app from the App Store or Google Play.

Website: Tech20.mybenefits.life | Employer Key: TECH20





Benefits Summary

Employee Benefits Taking Care of What Matters TECH₂₀

Benefits Presentation



Compliance Notices



TECH₂₀



ADDITIONAL MATERIALS

Kickoff Video



Benefits at a Glance



Medical Plan Comparison

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Postcard & Posters



Ongoing Communications

Alliant Insurance Services

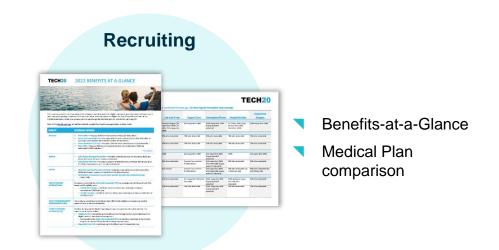




- Email Campaigns
- Compliance/ legislation
- HDHP/HSA/HRA Campaign
- Newbie Guide to Employer Medical Coverage
- Prescription Drug Education
- Benefits articles and Newsletters
- Preventive Care Guide
- Videos
- Pregnancy Guide
- Give it a try!
- Text "Benefits" to
 1-877-201-0742



- Virtual Health Fair
- Mental Health Toolkit
- Health Condition Campaigns



Virtual Capabilities

Open Enrollment Kickoff Video



Open Enrollment Email(s)



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Benefits Summary Booklet FlippingBook



Recorded Benefits Presentation Brainshark



Medical Plan Comparison

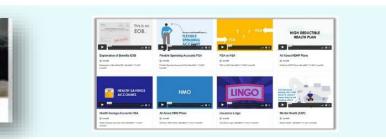
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Virtual Health Fair

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Educational Videos

MyBenefits.Life



www.benefitdetails.com/blue-springs

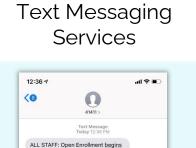
Enhanced Virtual Communications

Alliant Insurance Services

Digital Postcards



- Small microsites to drive engagement around specific topics
- Choose from standard layouts, customizable with your branding
- · Reporting available





November 1st! Don't forget to attend the lunch-and-learn session this Friday! Visit http://bit.ly/df0d for

- Fastest way to reach and engage employees
- Able to reach nondesktop workers

Deci	isio	on
Suppor	۲٦	Tools



- Helps employees select best health plan for their needs
- Can include FSA/HSA and non-healthcare coverages

Semi- and Full Custom Video*



Modify a generic video from our library or create a fully custom video message

A Holistic Approach to Employee Support

Communications Campaign Builder

Turnkey customized open enrollment and education campaigns, optimized for digital delivery



HR Team Support

Built to be an extension of your HR/Benefits department taking direction from your team members

Enrollment Counselors

Expert resource for help with questions or benefit issues, by phone or email

Concierge Support

High-touch experience assisting with questions related to retiree benefit programs

Products & Programs

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Ancillary Benefits Collective Purchasing

A full review of the market...



Has show a significant opportunity...

Leveraging size and collective purchasing power Top rated carriers who your districts will trust

Multiple strong proposals

Market leading pricing and plan designs

Dental	Vision	Basic Life/AD&D	Voluntary Life/AD&D	STD	LTD	Critical Illness	Hospital Indemnity	Accident	Universal Life/Long Term Care
Aetna	Aetna	Reliance Standard	Reliance Standard	Mutual of Omaha	N/A	Aetna	Aetna	Aetna	N/A

We have leveraged the size of SIPGKC participants to find improved plan designs at lower costs than what is in force.

Voluntary Products

Leveraging your collective strength will differentiate you from the standard market. Removal of pre-ex & health questions Group discounted premiums Improved benefit payouts for members Multi-year rate commitments Benefit education vs hard sales pitch Enhanced enrollment & communications Dedicated billing & service representatives



Enhanced Standard X X X X

Year-Round Support

A robust process for monitoring engagement, vendor performance, implementations, RFPs, and proactive project management includes consistently interfacing with all current vendors and member groups tracking all deliverables

- Proactive negotiations
- Full vendor analysis
- Fully-managed RFPs for all ancillary lines of coverage
- Thorough implementation support

RENEWALS/MARKETIN G

ONGOING MANAGEMENT

- Day-to-day vendor management and milestone check-ins
 - Regular status calls
 - Escalated issue resolution
 - Detailed contract reviews

- Build out customized communication campaigns
- Customized microsites for each district
- Benefit guides
- Benefits Call Center

COMMUNICATIONS

DATA AND UTILIZATION

- Monthly call center and enrollment data
- Use data to create future education campaigns
- Regularly report engagement results back to each district

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Next Steps

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Group Engagement Strategies

Individual Outreach

Calls & emails to lead district administrators Onsite Meetings

Decision & Planning

Onsite event at each district to roll out results Present findings at conferences Recorded results release webinar **Ongoing Management** Vendor/Group Check-Ins Employee call center

Enrollment reporting

Kickoff Webinar

Introduce the new benefit pool options to your membership and outside districts that would be eligible. Full marketing campaign offering a complimentary analysis for all eligible districts.

Complimentary Analysis

Side by Side analysis comparing current ancillary programs to the new ancillary programs available through the pool. Alliant will complete the analysis which the pool can brand. It will be a full administration, product, and pricing comparison for each eligible group.

Employee Engagement

Launch the new program to the employee population at either a special offcycle opportunity or during the annal enrollment process.



Thank You!