

# STEELE CASE STUDY



Steele provided a school corporation with a BenAdmin with enhanced communication support. We partnered with a broker to secure a 5% technology credit on basic life, voluntary life, long-term disability, short-term disability, critical illness, accident, and hospital benefits to fund the project.

## ABOUT THE PROJECT

### The Customer

- 1385 Employees
- Public School District

### The Project

- BenSelect benefit administration system & concierge year-round support
- One platform and enrollment period for all benefits including medical
- Provide HSA and FSA at no cost
- Enable employees to self-enroll or enroll on-site with a benefits counselor
- Provide a process for year-round management of new hires, terminations, and life events
- Affordable Care Act reporting and filing

### Cost to Customer

- No cost to customer in consideration of carrier technology credits and 60/40 commission split on four worksite products

## REASON FOR PROJECT

The district has a tight budget, but they still want to provide a highly professional benefits experience to their teachers, support staff, and administrators.

Maximizing teacher pay is an important goal and providing products that have been marketed for quality and underwriting concessions ensures delivery of superior value. If we can help the district's moms have better maternity benefits or help the custodians secure more life insurance for less money, it's a win for the district and employees alike.

## PARTICIPATION IMPACT

	Before	After	New Premium	Employee Participation Percentage	Premium Change Percentage
Voluntary Life	\$115,896	\$263,052	\$147,156	53%	+127%
Voluntary STD	\$9,206	\$43,253	\$34,047	78%	+370%
Accident	\$67,137	\$90,637	\$23,500	26%	+35%
Critical Illness	\$0	\$55,450	\$55,450	54%	New
Hospital	\$49,735	\$67,276	\$17,541	26%	+35%



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