

Case Study: Single Slot Administration®



Will payroll slots be a barrier to expanded benefits?

After an insurance company merger, the sales team saw an opportunity to cross-sell additional products to their existing employer groups. The sales team began to approach employers about adding additional voluntary products to complete their benefit package. Though marketed as one source for insurance, the administration was still separate, creating the need for multiple bills. Unfortunately, the sales team was facing some difficult hurdles. Many of the employers were limited in the number of payroll slots available for employee deductions. Faced with the hassle of changing or adding payroll slots, some employers rejected the additional products. The insurance company was already using Paylogix Consolidated Billing® service, so they requested advice on simplifying these post merger product roll outs. After consultation, the carrier decided to add Paylogix Single Slot Administration® to the existing employer groups. This service eliminated the need to add deduction slots. By providing the Single Slot Administration to the client, the insurance company increased sales. The employers were happy to provide additional benefits to their employees once the payroll hassle was removed.



The Single Slot Administration service is useful in any situation where only a single deduction slot is available with a need for multiple premium deductions.