

HR/Payroll Manager

Motivano will save you time and money by providing you a suite of employee/member benefits delivered through smart web-based technologies that incorporate your existing benefits too.

Motivano offers HR/Payroll Manager clients four key benefits:

- A suite of new products and technologies to save you time and money
- A larger pool of benefits
- A highly developed program to provide you with comprehensive employee education, marketing and enrollment support
- A no risk opportunity, with most of the technology and non-healthcare benefits requiring no up-front or ongoing investment



A suite of new client products and technologies to save you time and money:

One of the key challenges that Benefits Managers continue to face is the myriad of benefits providers and the different technologies they use to deliver their products and services. In the end, the burden of connecting to the providers and ensuring your employees know where to go and what to do falls on you. Wouldn't it be great if there was a single place where you could go? With Motivano, you can:

- Access a huge range of benefit offerings from top brand names
- Easily select those that you wish to make available to your employees
- Add any of your existing benefits and tools
- Showcase to your employees the benefits you have chosen, along with their relevant information
- Provide your employees the ability to select, register and enroll in each benefit
- Utilize a range of payment technologies to enable easy purchasing, including payroll deduction
- Provide access to ancillary tools – such as calculators, reports and employer alerts
- Track everything through a suite of Administrator tools and reports

A larger pool of benefits:

Motivano brings you a range of benefits providers and vendors who are already integrated into our platform:

- Over 100 Health Insurance Carriers such as MetLife, Blue Cross/Blue Shield, Aetna, Unum and Tufts
- 18 Voluntary Benefits Providers, such as Liberty Mutual, John Hancock, Unum, Arag, Legal Access and Pet Assure
- Over 500 Employee Discount Merchants, such as Dell, Disney, Hotels.com, 1800-Flowers and AMCTheatres

Access to a wider selection means greater choice and price competition. Accessing everything through a single fully integrated platform saves you time and money.



Comprehensive employee education, marketing and enrollment support:

Providing our clients a comprehensive employee education and communication program, as well as one of the best employee enrollment systems on the market, has been key to ensuring maximum employee participation in our clients' benefit programs. These include:

- A client-branded portal website that allows each employee to personalize their Home Page
- A suite of educational and communication materials that can be client-branded
- An online employee self-service enrollment engine
- Bilingual live agent help

A no-risk opportunity – little or no investment:

This is where Motivano's business model is totally unique and beneficial to our clients. Nearly all expenses associated with providing our technologies and services to our clients are paid for by large insurance carriers and other third party service providers. There are some (very few) products on our platform that do have a marginal cost, and Motivano does charge for the few clients that request substantial customization.

About Motivano

Founded in 1999, Motivano is a leading employee benefits technology company, providing solutions that deliver convenience and cost-savings. In the last 5 years, over 4,000 companies and government organizations have signed on with Motivano. Clients include numerous Fortune 500 and government employers, such as Wachovia, Citi, GSK, Time Warner, and the State of Delaware, as well as thousands of small to mid-size companies.

Motivano's Smart suite of products includes:

| | |
|---------------|-----------------------------------|
| SmartWay | Benefits Portal |
| SmartEnroll | Benefits Enrollment Platform |
| SmartPay | Voluntary Benefits Administration |
| SmartCash | Employee Payroll Card |
| SmartPaystubs | Online Paperless Paystubs |
| SmartSavings | Member Discount Marketplace |
| SmartAwards | Employee Incentive Card |