



# BENEFITFOCUS®

## All Your Benefits. One Place.®

Benefitfocus (NASDAQ: BNFT) provides a leading cloud-based benefits management platform that simplifies how organizations and individuals shop for, enroll in, manage and exchange benefits.

Every day leading employers, insurance companies and millions of consumers rely on our platform to manage, scale and exchange benefits data seamlessly. In an increasingly complex benefits landscape, we bring order to chaos so our clients and their employees have access to better information, make better decisions and lead better lives.

### Benefits Simplified

Organizations spend billions of dollars each year on benefits programs across health, life, critical illness, wellness and new services such as telemedicine. Yet today, this investment is managed through a combination of manual paper-based processes, standalone apps and rigid human capital management systems with stale, inflexible benefits modules.

The outcome? Confused employees and consumers, poor plan fit and low participation in voluntary benefits and wellness programs designed to reduce costs. This disengagement compounds, and costly employee churn, jaded consumers and burdensome administration hinder many organizations from transforming benefits into a strategic asset.

### Opportunity Magnified

Benefitfocus brings order to chaos through a unified Enterprise Benefits Management Platform. Developed and configured to meet the needs of large organizations across all industries, the Benefitfocus Platform utilizes user-first design principles, advanced predictive modeling and forecasting to:

- Predict and manage health care costs through better plan design
- Improve plan selection and fit through better information
- Reduce plan administration costs through automated data exchanges
- Automate IRS reporting and avoid compliance penalties through ACA support
- Boost employee satisfaction and participation in benefits programs

**BENEFITFOCUS®**

## The Benefitfocus Ecosystem

Supported by our platform, the BENEFITFOCUS® Ecosystem unlocks an entire economy of implementation, software and application partners to make it easy to build and administer a custom benefits solution to help meet the needs of your modern workforce.

- Best-in-class system integration partners
- Next generation health and wellness applications
- Voluntary benefits offerings from leading providers
- Compliance and regulatory support partners

## Empowering the World

Benefitfocus believes education is the cornerstone to success. That's why we launched Benefitfocus University. Through online and hands-on training, we're helping users become Benefitfocus certified experts so they can propel their team—and their career.

## Benefitfocus Fast Facts:

- NASDAQ: BNFT
- 800+ large employer clients (1,000+ employees)
- 50+ insurance carriers
- 27 private insurance exchanges
- 100+ health and voluntary benefits supported
- 30 percent YOY growth
- \$40.9 billion in payments processed (calendar year 2015)
- 37+ ecosystem partners and systems integrators
- 1,500+ data exchanges with leading insurance, finance, HRIS and payroll providers

## Solutions For Employers

Benefitfocus Marketplace  
Communication Portal  
Core & Advanced Analytics  
Video  
Benefitstore  
Benefits Service Center

## Solutions For Carriers

Large Employer Marketplace  
Small Employer Marketplace  
Mid-Market Marketplace  
eEnrollment  
eBilling  
eExchange  
eSales  
Core & Advanced Analytics  
Video

## Contact

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## Leadership Team

Shawn A. Jenkins  
*Chief Executive Officer (co-founder)*  
Ray August  
*President and Chief Operating Officer*  
Jeffrey Laborde  
*Chief Financial Officer*  
Jim Restivo  
*Chief Technology Officer*

## Locations

Benefitfocus Charleston headquarters consists of three buildings on a 40-acre campus in Daniel Island with an additional office in the North Charleston area. The company also has offices in Greenville, S.C., San Francisco and Tulsa.

100 Benefitfocus Way, Charleston, SC 29492  
5935 Rivers Avenue, North Charleston, SC 29406  
1016 Woods Crossing Road, Suite A, Greenville, SC 29607

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99 Green Street, San Francisco, CA 94111

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