

Professional Employer Organizations



We are at a pivotal point in today's economic and business climate. Today, innovation within the multi-generational workforce is shaping tomorrow's future. With progressive advancements in many industries, the success of the today's workforce is imperative. The PEO industry is positioned to advance the careers of this workforce and significantly impact the continued growth of small business in this country.

Having a consulting/broker partner that is prescriptive and innovative is a key component in both short and long-term growth for PEOs. Most PEOs think of their broker relationship only for their master health contract. Mercer takes a different approach. Our PEO Practice looks through the lens of a worksite employer when collaborating with a

PEO. We leverage our years of experience and data collected from employers of all industries and sizes to bring industry-specific recommendations to our PEO clients. This approach allows our PEO clients to differentiate themselves in the market and outpace the industry's average organic growth.

As your partner, Mercer will bring our Best Practice Bundle - a one-stop shop for PEO organizations that incorporates those prescriptive and innovative ways of thinking. We provide consulting, brokerage and administrative services to help you manage your existing master contract and all other lines of coverage. We can offer our solutions as a bundled approach or customized to your needs.

Key elements of the best practice bundle



Carve Out Support



Underwriting Innovation



Sales Enablement



Cost Comparison Tools



Stress Free Open Enrollment



Market leverage

What is Mercer Doing to Disrupt the PEO Industry?

Carve Out Support

Mercer designed a seamless process with a single point of contact to support a PEO's master contract and "carve out" options. This allows our PEO clients to be more efficient when quoting new business.

Underwriting Innovation

Mercer built a proprietary underwriting tool called our Multiple Employer Risk Tool. This tool allows a PEO to have an immediate surface level risk profile for groups and leads to better performing master contracts.

Sales Enablement

Mercer designed a training curriculum for a PEO's sales force focused on increasing the ability to gain access and increase closed/won ratios. Some examples:

- How to leverage Mercer's intellectual capital on talent trends and health benchmark data throughout all phases of the sales process and when making healthcare strategy recommendations
- Benefits 101
- How to leverage life and disability solutions given the current legislative climate

Cost Comparison Tools

Mercer partnered with a top tier third party to build a web based cost comparison tool allowing the sales professional and prospect to engage in an interactive experience

Stress Free Open Enrollment

Mercer created a robust library of templates for worksite employer communications, open enrollment, and new business development. This has a significant impact on a PEO's delivery and operations teams leading to a stress-free open enrollment and smoother sales process.

Market leverage

Being the largest broker in fully insured premiums (\$9.2B across 350+ carriers), we are able to leverage the broader Mercer carrier relationships to increase collaboration with the carriers.

As you focus on continued growth, Mercer's PEO solutions can provide support by adding value to your offerings and creating a greater value proposition for your prospective worksite employers. For more information, please contact: [**multipleemployersolutionsupport@mercer.com**](mailto:multipleemployersolutionsupport@mercer.com).