



2011 FREE Government Contractor Fringe Benefits Survey

What Value is in it for me as a Government Contractor?

It is the only **FREE** National GovCon Benefit Survey and offers several advantages over other Benefit Surveys:

- 1) **National** Survey Results – Do you have employees outside the DC Metro Area?
- 2) **Regional** Survey Results – Do you want to know what other non-GovCon employers are doing?
- 3) **GovCon** specific Survey Results – Do you have access to GovCon real-time benchmarking data?
- 4) **ALL 3 Benchmarks (National & Regional & GovCon specific) in one FREE Report.**
- 5) **Largest Mid Market focused Survey in the U.S. (5,099 employers in 2010)** – other Surveys include small employers or jumbo Fortune 100 employers mixed in the results which skew their benchmarks.
- 6) The nation's largest GovCon's have different benefit packages by Division and can take the Survey by Division using the Division Name (ex. Lockheed Martin Information Systems & Global Services)
- 7) Survey Results are being compiled by the world's largest and most respected **independent actuarial firm.**
- 8) **Only survey participants will have access to the final report.** While the cost is being completely underwritten by The Insurance Exchange, this survey and the results are available to you free of charge. We will also send you a \$10 Starbucks Gift Card as a Thank You! Can you really continue to extend fringe packages without knowing where you stand? To participate in the survey, please go to the link below:

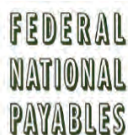
www.GovConInsurance.com

Click on the 2011 Government Contractor Fringe Benefits Survey Link!

Who is GovConNet?

GovConNet is a resource for Federal Procurement education, access to procurement officials, and information to help government contractors win more contracts. GovConNet supports every facet of Federal contracting from back office management best practices to positioning a government contractor for greater growth.

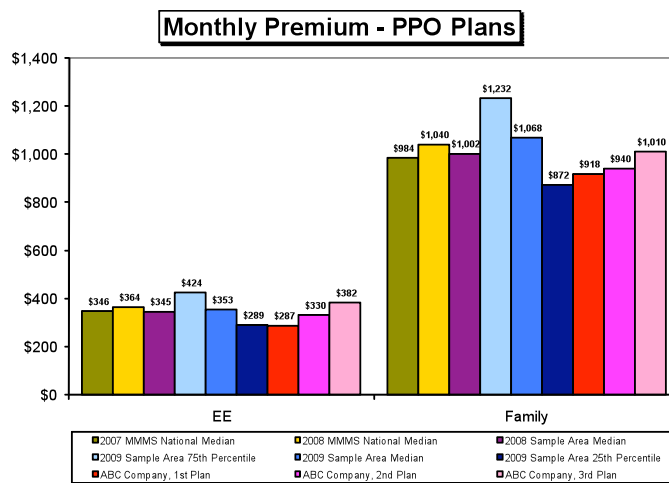
www.montgomerycountychamber.com/pubs/main/GovConNet.cfm



What information will I receive by participating in the survey?

You will receive a **FREE** Individual Custom Report (ICR) with Summary of Results showing your plan(s) benchmarked to 1) **GovCon** Survey Participants **AND** a 2) **Regional** **AND** a 3) **National** benchmark of **5,099 employers** for the following:

- Deductibles
- Office Visit Copayments
- Retail Prescription Drug Copayments
- Medical Plan Cost Increases
- Monthly Premiums (Single/Family)
- Monthly Employee Contributions (%)
- Wellness Initiatives
- Other Benefits Offered
- CDHP (HSA, HRA, etc.)



Is other more detailed information available?

Yes! The survey contains **35** questions and over **1000** different data elements. Due to printing and timing limitations during the data collection process, we are unable to distribute all of these initially so we have selected the most frequently requested items for the **FREE** Individual Custom Report given to all Survey Participants. **Additional detailed benchmarking information showing actuarial evaluation including a Health Care Reform Impact Model is available to clients of The Insurance Exchange and may be requested based on your specific needs.**

Will my information remain private?

We take your privacy very seriously and take every precaution to ensure your trust is not violated. Your information is confidential, and we do not share your specific results with anyone but you. All information is aggregated and de-identified when shared publicly. Additionally, all information sent through the Internet is secured through password protection and firewall security provided by the independent 3rd party actual firm.

Is the survey easy to complete?

Yes! We have hired a highly respected actuarial consulting firm with national experience in this area to produce a survey that is quick and easy to navigate. You can complete the survey online in an average of about 30 – 60 minutes in the first year. **Each subsequent year, you can just log in and update your answers from the prior year which should only take 5 to 10 minutes, and you will receive the FREE Individual Customized Report each year that you participate.**

Before you begin, you will need the following information available on hand:

- Plan designs for all health and welfare plans (typically found in your Summary Plan Description)
- Total monthly premiums (or budgeted rates), employee contributions (monthly dollar amounts) and enrollment for your plans
- Vacation, wellness, third party disease management, voluntary benefits, leaves of absence and other miscellaneous benefits you offer

How can I participate and when will I receive my results?

If you would like to participate, you can obtain access by doing the following:

Go to: www.GovConInsurance.com and please click on the 2011 Government Contractor Fringe Benefits Survey yellow star!

1. **For returning participants** – Open the survey site and click on **'Returning User? Please click here.'** to the enter the login area. Then, enter the e-mail address you entered last year and the password **tie-inc** in the appropriate boxes. This

will take you directly into the 2011 survey pre-populated with your responses from 2010 (or 2009 if that's when you last completed the survey).

2. **For new participants** – Open the website and go to the main login area. To login, create a new account by entering your company name, e-mail address, password, and confirm password information in the boxes below the label, '**Never taken the survey? Sign up for a New Account below.**' Once your account is established, you will enter the 2011 survey and have ongoing access to your survey if you need to finish/modify your responses at a later time. Please note that all e-mail addresses within the survey database are unique to your response. Note: E-mail addresses are necessary in order for respondents to save and view responses at a later time. We don't use e-mail addresses for any other purpose.

Please have your Survey response in by **April 20, 2011 to ensure that you receive your FREE Individual Custom Report (ICR).**

We will be holding a **seminar presentation at 9:00 AM on May 4, 2011 at:**

GovConNet Congressional Procurement Conference & Expo

University of MD Shady Grove Campus

9630 Gudelsky Drive

Rockville, MD 20850

The Survey Results Presentation including a Health Care Reform update will be led by:

Scott King, Milliman

Jody Buyalos, The Insurance Exchange

ICR's will start being delivered on the following week after the seminar.

Who can I contact if I have questions?

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The Insurance Exchange

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Who is The Insurance Exchange?

The Insurance Exchange is a large regional, high-service insurance brokerage and consulting firm focused on the mid market (defined as employers 50 to 5,000 employees) with clients around the globe. Our areas of specialty include: employee benefits consulting, commercial property & casualty, safety, loss control, bonding, risk management, claims management, personal home & auto insurance, retirement plan services, wealth management, HR compliance, wellness programs, and international insurance (including war risk countries).

www.GovConInsurance.com