

Lead Generation Success

With BerniePortal



BERNIEPORTAL

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About BerniePortal

BerniePortal is an all-in-one benefits administration and HR platform that helps small and medium-sized employers save time, reduce transactional burdens, and improve compliance.

BerniePortal was launched in 2008 out of sister company, benefits brokerage Bernard Benefits. Bernard Benefits saw first-hand the challenges small businesses faced when it came to HR, so they built a solution—BerniePortal!

Meet Navakai

Founded in 2001 and based in Colorado Springs, Co., Navakai is an information technology company that offers IT support, planning, design, and other technology-related services for a wide variety of organizations and employers.

How did Navakai become a BerniePortal customer?

In the fall of 2019 Navakai decided it needed to get some of its HR processes online. Navakai did some searching online for HR software and filled out a form for information, causing them to become a BerniePortal lead. BerniePortal referred Navakai via the BerniePortal Broker Network to Peak Benefits. Navakai's main goal? To implement online benefits administration for their employees. Their broker was only offering them a paper-based method, which did not fit Navakai's culture as a forward-looking organization.



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Simply put, online benefits administration is one of BerniePortal's most basic advantages. For Peak Benefits, it's what opened the door to working with Navakai. The brokerage team met with Navakai to discuss what life would be like with BerniePortal compared to the company's current offerings. The IT company was impressed, but as with many sales success stories, the group went cold.

Peak Benefits soon followed up. Finally, in February 2020, Navakai made its decision to switch over to Peak Benefits as its broker of record—and, as a result, also implemented BerniePortal. It proceeded with open enrollment online in BerniePortal for its May 1st renewal date. It was the best open enrollment process it had ever experienced.

Were there any other changes?

Navakai didn't change anything major about its underlying benefits package, but the simplicity and ease of the process made a lasting impression.

"Without the BerniePortal team passing along the lead to us, we never would have had the initial contact with the group. BerniePortal made the first conversation between Peak Benefits and Navakai possible, and the rest fell into place after that."

— LANCE VITT, PEAK BENEFITS



Bring your clients online with BerniePortal's HR and benefits administration. Call us at 1-844-218-0909 or visit Brokers.BerniePortal.com.

About BerniePortal:

BerniePortal is an all-in-one HR platform that saves time, cuts the paperwork and helps build better employee experiences. Founded out of healthcare advisory and software company Bernard Health, BerniePortal connects the fragmented HR ecosystem in a comprehensive all-in-one tool, allowing employers to spend less time on administration, and more time building the businesses they love. Distributed through broker partners across the country, BerniePortal provides solutions for applicant tracking, onboarding, online benefits, PTO tracking, time & attendance, integrations, compliance, performance management, 1094-C/1095-C reporting and COBRA administration.

Interested in learning more about how BerniePortal can help your company?

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