How Health e(fx) works with partners

	SaaS Technology Partner *Private-label solution administered by Partner*	**Outsourced Partner** *Private-label solution with outsourced services*	**Referral Partner** *Health e(fx) handles all management*
Partner Examples	**Who:** Benefit Admin for large employers often acting as an extension of the client's HR Team and leveraging external technology to support non-core functions. **Challenge:** Has the internal staff, but lacks the technology and platform to accurately automate ACA form creation and integrate IRS submission, corrections and fulfillment activity. **Solution:** Partners with Health e(fx) using the ***SaaS Technology*** approach and ***Reporting Plus***.	**Who:** Technology partner that automates and integrates employer-clients' critical business functions, including Benefits Administration. ***Challenge:*** ACA services including expert IRS coding are expected by clients, but fall outside partner expertise. The partner is not inclined to invest in its own solution, given the non-core technology. **Solution:** Selects the ***Outsourced Partner*** model, utilizing ***Enterprise and Enhanced*** capabilities and leveraging Health e(fx) private-label technology and Client Services while retaining control of client relationships.	**Who:** Benefit Admin provides comprehensive Administration & Compliance services for a wide range of clients. **Challenge:** Competing priorities and limited investment ability make delivering an internal ACA solution difficult. **Solution:** Selects the ***Referral Partner*** approach, limiting its internal investment, while delivering a premier ACA solution to clients offering ***Enterprise*** and ***Enhanced*** products.

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