WHERE IS YOUR FIRM ON THE ROAD TO IMPLEMENTING OFFER MANAGEMENT?

In today's intensely competitive benefit plan market, providers that improve information access, facilitate collaboration and enact stronger governance earn more of the right business, retain their customers and ensure each client is generating maximum profit.



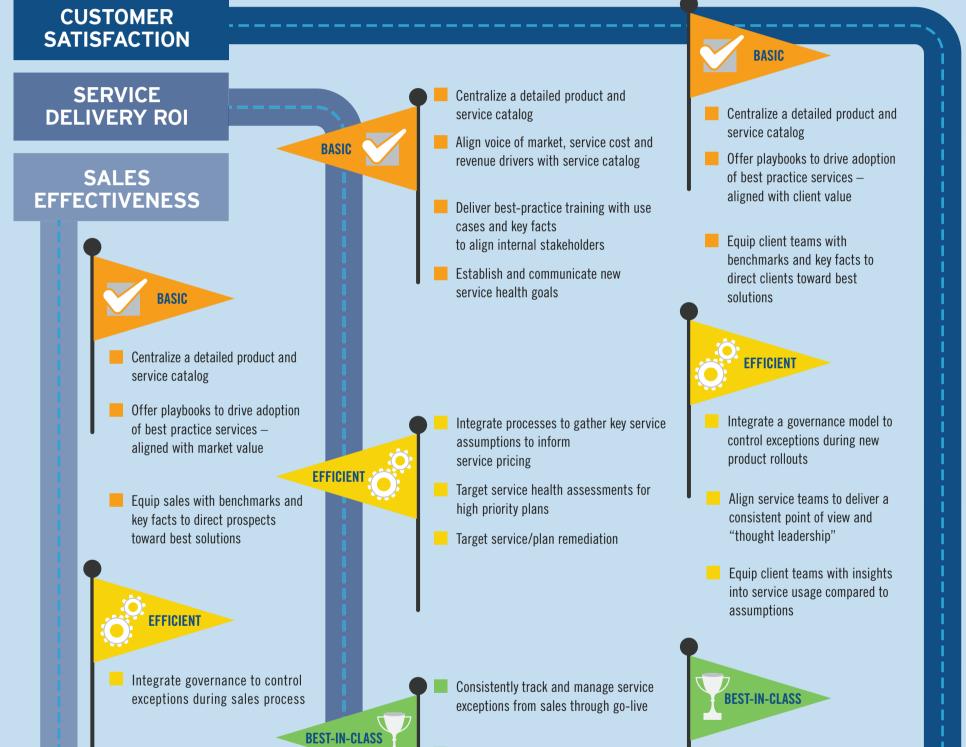
create a common playbook of industry benchmarks and best practices that help sales strategically position products and services against prospect requirements.



integrate offer management into their broader infrastructure, leveraging product usage metrics to reduce costly service exceptions and migrate clients to best practices.



are innovators that <u>systematically</u> determine the best client fit early, reduce the overgrowth of unnecessary customization, and steer clients toward highly valued, profitable services.



BEST-IN-CLASS

- Implement predictable pricing models
- Align compensation incentives to drive sales behaviors

Track and leverage key metrics to drive accountability and meet service health goals

Leverage adoption metrics to measure service ROI and identify service gaps

Leverage service usage insights to drive more effective annual reviews and re-bid discussions

Demonstrate measurable increases in plan health

> OFFER MANAGEMENT EXCELLENCE

ProcessUnity can help your firm take service delivery to the next level. Learn more at www.processunity.com/SDRM.

