



## **FOR IMMEDIATE RELEASE**

### **United Concordia Becomes Preferred Vendor With BenefitPoint New Relationship Provides Benefits Professionals Real-Time Access to Dental Benefit Quotes**

HARRISBURG, Pa. (July 25, 2005) - United Concordia Companies Inc. has become a preferred vendor of dental benefits with BenefitPoint, Inc. This new relationship will help the Harrisburg, Pa.-headquartered dental insurer to connect electronically with benefits consultants and brokers.

United Concordia's dental insurance products will now be available to users of Aptus, BenefitPoint's electronic platform, which provides customer relationship management and procurement tools for consultants, brokers and the dental insurance carrier.

"Through our new business relationship with BenefitPoint, employee benefits professionals and brokers can now receive real-time support, information and quotations for United Concordia's products," said Jan Jewett, United Concordia's western division senior vice president. "Becoming a preferred vendor will expand United Concordia's distribution capabilities, and improve communication with brokers in addition to adding value to BenefitPoint's dental offerings."

BenefitPoint's application is currently used by more than 400 broker offices and 60,000 employers that represent over 45 million lives nationally. This new relationship allows United Concordia to reach new markets while giving brokers and consultants who use the Aptus platform lower transaction costs, along with operational and time savings.

"United Concordia is embracing a transparent and more efficient process that makes it easier for brokers and consultants to transact business with them," said Kurt de Grosz, senior vice president sales and marketing and co-founder of BenefitPoint.

Brokers and consultants who use BenefitPoint will now be able to receive quotes and information from United Concordia for the Concordia Flex, Concordia Access, Concordia Choice, Concordia Preferred, Concordia Plus and Concordia EPO plans.

United Concordia is one of only two dental insurance providers to achieve preferred vendor status with BenefitPoint. This relationship expands United Concordia's marketing and distribution capabilities, and facilitates its representatives' online response to broker and consultant requests for new and renewal business.

### **About United Concordia**

United Concordia Companies Inc., headquartered in Harrisburg, Pa., is one of the nation's largest dental insurers, with more than 6.5 million members worldwide. In 2004, United Concordia processed more than 11 million claims and attained revenues of \$1 billion. For more information about United Concordia, visit [www.unitedconcordia.com](http://www.unitedconcordia.com)

### **About BenefitPoint**

BenefitPoint, the industry's leading customer relationship management (CRM) and procurement software platform, makes it easier for employee benefits professionals to manage, buy and sell benefits. BenefitPoint Aptus is the preferred employee benefits CRM and procurement platform of The Council of Insurance Agents and Brokers. Through BenefitPoint, brokers, consultants and carriers realize expanded business opportunities, operational efficiencies and a greater ability to deliver quality information and services to employers and employees. Aptus has been widely adopted by the industry, with more than 400 broker and consultant offices using the product, managing 60,000 employer clients with over 45 million lives and approximately \$105 billion in premium. Over 420 carrier organizations use Aptus to access broker and consultant requests for proposal and renewal requests. The company, headquartered in San Francisco, CA, can be reached at 415-277-5700. To request a BenefitPoint Aptus Product Demo, contact [sales@benefitpoint.com](mailto:sales@benefitpoint.com). For more information, visit our corporate website at [www.benefitpoint.com](http://www.benefitpoint.com).