

**Subject:** WTIA 2022/2023 New Business Updates

**Date:** 9/15/2022

**Hello - I wanted to update you on some things as we head into 4th quarter and sell some new business together!**

### **Discounts & Rate Caps**

New groups effective 10/1/22-1/1/23 will be eligible for a bundling discount of 2% off the medical rates if the group also buys a dental plan.

Target new groups effective 10/1/22 & 11/1/22 will be eligible for a rate cap for our 12/1/22 renewal. Look for **bold yellow highlighted** text that indicates discounts and rate caps available to target groups. Not all groups qualify.

Target groups that come onboard 10/1 or 11/1 will be eligible to auto-renew on 12/1 if they are receiving a rate pass. No paperwork!!

### **Send ALL Your Tech & Professional Service Quotes to WTIA**

The WTIA can quote technology and professional services that support the technology industry. Instead of looking at an NAICS code list every time you are going to market, just send in a quote to WTIA either direct at [hrbenefits@watech.org](mailto:hrbenefits@watech.org) or through WiredQuote and we will determine if we can quote the group or not. We will do the research for you!

View our previous communication regarding industries we can write [here](#).

### **WTIA OptiFlex**

We want to see your 51+ employee groups for a WTIA OptiFlex quote. No need to request specifically OptiFlex; if we get a census with 51+ employees we will automatically send you an AHP & WTIA OptiFlex quote. Remember, you can get both a Premiera direct and WTIA OptiFlex quote for your up-market clients. Target WTIA OptiFlex groups can receive a first-year rate cap if qualified. Look for **bold yellow highlighted** text in your quote for discounts available.

For more information on WTIA OptiFlex view our [WTIA OptiFlex Flyer](#) & [WTIA OptiFlex FAQ](#)

### **New Product: Cleo**

We are excited to be rolling out a new product aimed at helping expecting families and families with children 12 years old and younger. **For new groups effective 12/1/22 we will be offering Cleo free of charge for the first year.** Groups simply must elect Cleo on the GMA and provide work email addresses on the enrollment census for all employees enrolled in the medical plan.

For more information on Cleo view our [Welcome to Cleo Flyer – Employee Facing](#) & [Cleo Overview Video](#). We will be adding more marketing content regarding Cleo on our [website](#). Check back often!

### **New Medical Plan: Premier HSA \$4250**

WTIA is pleased to announce we are adding a new medical plan, Premier HSA \$4250,

to our suite of offerings through Premera Blue Cross effective December 1, 2022. This rich new qualified high deductible health plan (QHDHP) features:

- In-Network: \$4,250 individual deductible/\$8,500 family embedded deductible
- In-Network: \$4,250 individual/\$8,500 family out of pocket maximum
- In-Network: Coinsurance is 0% after deductible is met
- Preventive care covered at 100% both in and out of network
- Plan will be offered on both the Heritage & Heritage Prime networks
- Navia Benefit Solutions health savings account (HSA), limited flexible savings account (FSA), and the dependent care FSA can be paired with this plan with no admin or set up fees

View the [Premier HSA \\$4250 Benefit Highlights](#) on the Heritage Network for more information.

### **Paperless Invoicing and Payments as of December 1, 2022**

Vimly will no longer accept paper checks or mail paper invoices as of November 30, 2022. If you are bringing on a new group now through next year encourage your client to fill out the [EFT Authorization Form](#) for automatic payments. Groups can manage billing and payments online with SIMON, our online billing system so encourage them to register and use SIMON. For more information on SIMON or billing contact Vimly Benefit Solutions at [wtia@vimly.com](mailto:wtia@vimly.com) or call 206-456-9926.

We can't wait to sell some new business with you during this 4<sup>th</sup> quarter! If you need anything at all let us know.



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