

## For Immediate Release

### **benefitsCONNECT® Announces Real-Time Integration with Colonial Life's Harmony® Platform**

**Sacramento, CA—October 26, 2009**—Employers can save time and money with a new seamless enrollment system for core and individual voluntary benefits enrollments. Transcend Technologies Group (dba **benefitsCONNECT®**), a leading provider of online software applications for the health and benefits industry, now offers real-time integration of **benefitsCONNECT®** (<http://www.benefitsconnect.net>) with the Colonial Life Harmony® enrollment system. With a few clicks, employees can seamlessly enroll in a broad range of Colonial Life's insurance products—including life, disability, cancer, critical illness, hospital confinement, and accident insurance—from within **benefitsCONNECT®**.

Employees start in **benefitsCONNECT®** where they verify eligibility and census information. After this information is saved, they are directed through their benefits selection, including any Colonial Life benefits being offered, which are embedded within **benefitsCONNECT®** through Colonial Life's Harmony® enrollment system. After completing all elections, employees may review their election details, which are displayed in a convenient and understandable format.

"We are pleased to partner with Colonial Life to help facilitate an employee enrollment process that not only streamlines enrollment, but also reduces the administrative burden for employer groups," says Troy R. Underwood, President and CEO of Transcend. "Being able to integrate enrollment for benefit offerings from other carriers further extends the functionality of **benefitsCONNECT®**, which is changing the way brokers and employer groups deliver benefits."

"Through the integration of our Harmony® enrollment system, brokers and employers who are already familiar with **benefitsCONNECT®** can now offer Colonial Life benefits via a seamless enrollment process," says Ryan Stribling, Assistant Vice President, Enrollment Technologies at Colonial Life. "This partnership combines the leading-edge technology of both companies with Colonial Life's nationally certified benefit counselors."

**benefitsCONNECT®** is an advanced Software as a Service (SaaS) platform that automates and simplifies online benefits enrollment and increases efficiency through agency management, making both processes painless. EDI (electronic data interchange) services guarantee that carriers receive and process enrollment information electronically to save time and money. In addition, benefits communication tools help employer groups communicate the value of their employee benefit offerings and increase overall company satisfaction.

The **benefitsCONNECT®** system enables brokers to upgrade their employee groups to a powerful, streamlined, web-based enrollment and administration system that reduces Human Resources labor costs and provides a barrier-to-entry for competing brokers.

#### **About Transcend Technologies Group, Inc.**

Founded in 2001, Transcend Technologies Group, Inc. (dba **benefitsCONNECT®**) is a privately held company that specializes in Internet-based software applications for the health insurance and benefits industry. Transcend licenses **benefitsCONNECT®** for online

enrollment and **benefitsCONNECT**<sup>®</sup> **agencyMANAGER** for benefits administration, and has established clients in 43 states who entrust their book of business to **benefitsCONNECT**<sup>®</sup> products. For additional information, visit <http://www.benefitsCONNECT.net>, or contact Sales at 916-421-4000 or [sales@benefitsCONNECT.net](mailto:sales@benefitsCONNECT.net).

### **About Colonial Life**

Colonial Life is the marketing brand of Colonial Life & Accident Insurance Company, a market leader in providing insurance benefits for employees and their families through their workplace, along with individual benefits education, advanced yet simple-to-use enrollment technology, and quality personal service.

Colonial Life offers disability, life and supplemental accident and health insurance policies in 49 states and the District of Columbia. Similar policies, if approved, are underwritten in New York by a Colonial Life affiliate, The Paul Revere Life Insurance Company. Colonial Life is based in Columbia, S.C., and is a subsidiary of Unum Group. For more information about Colonial Life's benefits communication and enrollment capabilities, products, or services, call (803) 798-7000 or visit <http://www.coloniallife.com/>.

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