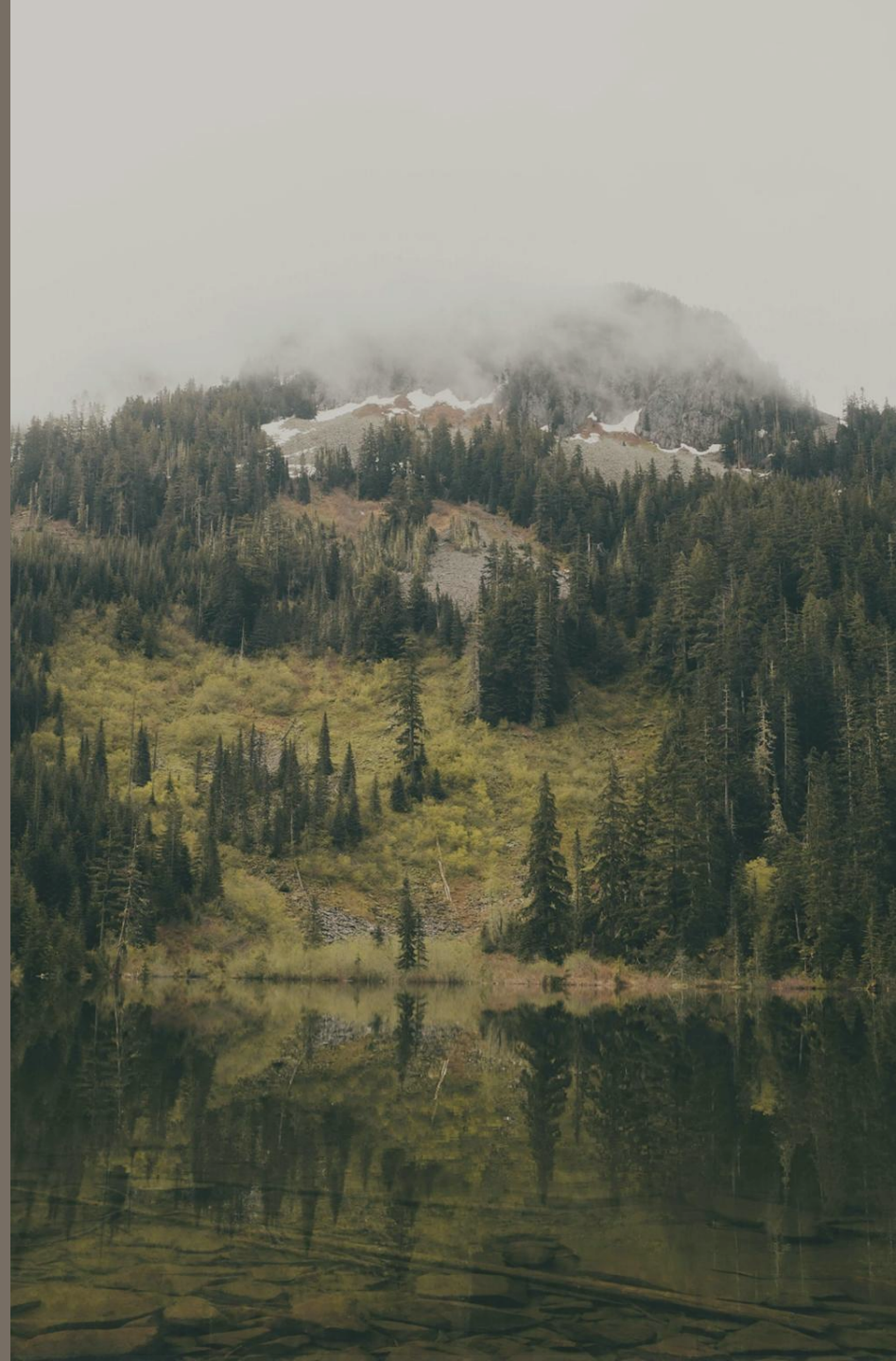
C2 solutions

The Power of C2

C2 Solutions Overview



Meet the Team



Kristen Boyd
Executive Director



Jill Palmer
Director of Operations &
Strategic Partnerships



Heidi Hill
Director of Training,
Development & Engagement



Samantha Shaljian
Training Manager



Lindsay Nelson
Engagement Manager

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Stronger Together

C2's mission is to accelerate innovative client solutions through the collective strength and shared expertise of entrepreneurial C2 firms.

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Core Values

1. Be Bold and Lead
2. Win Together
3. Drive Solutions
4. Have Fun and Build Community

C2 Member Firms

A National Footprint



Ownership

Comprised of six of the nation's top regional firms.



Together

Deliver a combination of unmatched services.



Location

Over 90 strategically located offices equal one of the largest privately held firms in the nation.

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Our Member Firms



CROSS INSURANCE

HOLMES MURPHY

M3 INSURANCE

THE PARTNERS GROUP

SCOTT

Sterling Seacrest Pritchard

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Cross Insurance

- Founded in 1954
- NE Headquarters (Maine)
- 40 Locations
- 1,100+ Employees
- Employee Benefits, Property & Casualty
- Fiercely Independent

Holmes Murphy

- Founded in 1932
- 16 locations across 11 states
- Headquartered in Des Moines, Iowa
- Strong Benefits practice in Dallas & Minneapolis
- Over 1,300 employees
- Employee Benefits, Property & Casualty
- Represent 8 PLUS (subsidiary) companies
- Fiercely Independent

M3 Insurance

- Offices in WI, IL, MI, MN
- 9 Locations
- 500+ Employees
- 95% Client Retention Rate
- Employee Benefits, Property & Casualty

The Partners Group



- Headquartered in the Pacific Northwest
- 5 Locations
- 300+ Employees
- Employee Benefits, Property & Casualty
- Fiercely Independent

Scott Insurance

- Located in mid-Atlantic with headquarters in Lynchburg, VA
- 100% Employee Owned
- 9 Offices
- 450+ Employees
- 95% Client Retention
- Employee Benefits, Property & Casualty
- Fiercely Independent

Sterling Seacrest Pritchard



- Founded in 1960
- Headquartered in the Southeast
- 6 Locations
- 375 Employees
- Employee Benefits, Property & Casualty, Private Risk
- Fiercely Independent

C2 by the Numbers

4,735
Employees

280
EB Consultants

$27B
Premium Managed

97
Locations

$371M
EB Revenue

33
States

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Strategic Investments

Sales

C2 provides access to BenefitFlow allowing for marketing and prospecting. C2 provides access to BrokerPro, a full suite of solutions including Total Rewards and GenPro.

Book Management

C2 provides access to Bnchmrk, ability to benchmark plans against one another and greater marketplace. C2 provides access to Absence Foundations including absence management education, benchmarking, compliance updates, and subject matter expert support.

Vendor Management

C2 provides access to Shortlister to identify opportunities with vendors and be able to model savings to clients.

Book Pricing

C2 provides access to Claros for plan management, budget and risk analysis.

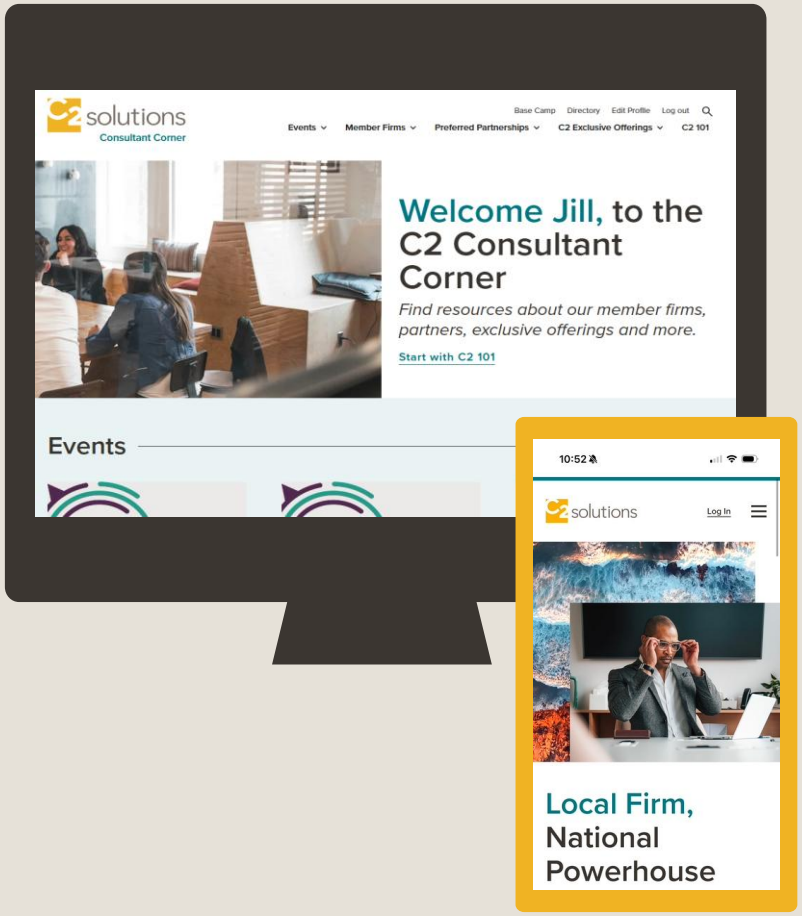
Internal Peer Groups

- HR & Recruiting
- Population Health
- Sales Leads
- Women in Sales
- Operations
- Small Business
- Engagement Specialists
- Carrier Relations
- Underwriting
- Compliance
- Training Advisory
- Service Leaders
- Pharmacy
- Stop Loss
- Marketing
- Communications
- CFOs



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C2 Consultant Corner



Online resource member firms can access anytime. Provides up to date resources and information on preferred partners and provides on-demand and virtual trainings.

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In-Person Training

- Elevate
- Producer Summit
- Women in Sales
- EB101
- EB201
- EB202



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Virtual Training

- Ancillary, Pharmacy, Captive, Stop Loss
- C2 Base Camp
- ACA, Cafeteria Plans, Captive, COBRA, Dental, Disability, ERISA, FMLA, Foundational Pharmacy, Fully-Insured, Health Plans and Terminology, Health Spending Accounts, HIPAA, Level-Funded, Life and AD&D, Medicare, Reference Based Pricing, Self-Funded, Vision, Voluntary Benefits

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Strategic Collaboration

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C2 Preferred Partners

Stop Loss

Seven strategic partners that cover over $150 million dollars of self-funded programs.

Ancillary & Worksite

Six strategic partners that cover over $400 million dollars of ancillary and worksite premium.

Pharmacy

Proprietary repricing platform that includes carve-in contracts, leveraged contracts, as well as disruptive PBM contracts.

ICHRA

Three strategic partners targeting different industry needs.

C2 solutions

Preferred Stop Loss Partners

Sun Life

TOKIO MARINE HCC

Swiss Re

SYMETRA
RETIREMENT | BENEFITS | LIFE

VOYA FINANCIAL™

Nationwide®

QBE

Preferred Ancillary & Worksite Partners

The Hartford

TheStandard

Sun Life

VOYA FINANCIAL

Lincoln Financial

Guardian

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PBMs

RxBenefits®

S+S Advisors

carelon℠

Optum Rx®

CVS caremark™

SmithRx

Meritain Health®
an aetna company

EXPRESS SCRIPTS®

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Preferred ICHRA Partners

Remodel health

zorro

THATCH

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Preferred Partners

- National Relationships with Preferred Partners
- Monthly Check-Ins
- Annual Goal Session
- Annual Carrier Survey
- Results shared to assist local conversations
- See how you compare to other C2 preferred partners
- Sponsored Trainings
- Strategic sessions with BOD
- Engagement Scorecard
- Two-way feedback
- Enhanced local relationships

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Thank You!

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