

HAPPY NEW YEAR! SO MUCH TO EXPLORE AS WE ENTER 2021.

The most recent projections suggest that healthcare costs will be up another 5%—and our clients are looking for solutions to mitigate what is looking like \$15,000 per employee per year. Technology is certainly a significant opportunity to help **direct** and **control** costs.



NEWS FROM OUR SUPPLIERS

Employee Navigator just received \$34 million in VC funding. Meeting next month to find out how they will deploy all of that cash.

Alight merged with with Foley Acquisition to become a publicly traded company valued at \$7.3 Billion. They will trade under ALIT.

TeemWurks rolled out a mobile app completing/improving their functionality.

Paycor announces additional benefits for their Platinum brokers. In addition to marketing funds and “extra” customer care, brokers can receive free payroll services for their agencies. It’s a shrewd marketing play—use it; like it; and you will let your clients know.



From our limited view of the world, remote work continues. Whether it becomes permanent or just gets us through the next 12-24 months, it has changed some of the requests we are fielding. And there is activity from all size clients—first time users as well as those upgrading functionality.

COLLABORATION TOOLS

Slack (now owned by
Salesforce)

Cisco Spark



Microsoft Teams

SharePoint

WHAT OUR CLIENTS ARE ASKING US ABOUT

Renewed interest in HRIS/HCM vs just Benefits Administration. The challenge of managing payroll AND benefits for folks who are remote and likely to be working from “anywhere” not just home, has added a level of complexity to the HR Tech space. All-in-one with native/proprietary apps for the SMB groups and new integrated partnerships for the larger groups. **Payroll systems** that manage quickly changing tax requirements and integrate well with employee benefit solutions are winning the hearts and minds of our clients. And nimble **Applicant Tracking System** with a quick conversion to employee status are the most requested features.

2021 ONLINE AND IN-PERSON MEETINGS



PAYCOR TECH+

WHEN: February 1-2, 2021

WHERE: Online

BENEFIT FOCUS ONE PLACE

WHEN: March 2-3, 2021

WHERE: Online

BENEFITSPRO VIRTUAL BROKER EXPO

WHEN: May 18, 2021

WHERE: Online

PLANSOURCE - ECLIPSE

WHEN: May 12-14, 2021

WHERE: The Ritz-Carlton
Laguna Niguel

BENEFITSPRO ONSITE

BROKER EXPO

WHEN: August 16-18, 2021

WHERE: The Omni La
Costa, San Diego

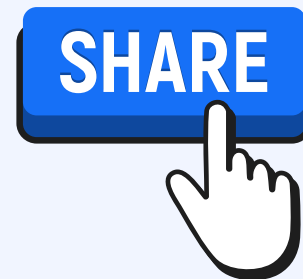
LMCIS - HERE TO HELP

Rethinking your technology strategy?

Let us help with an agency specific plan that showcases your best carrier and solutions partners. Our technology partners have changed dramatically.

Retained basis or one group at a time.

Let us know what your needs are.



SHARE THE KNOWLEDGE

If you are sharing this with a colleague, invite them to join our community. Send us the contact information and we will add them to our list

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