

ONN EMPLOYEE BENEFITS PROGRAM

Employee Benefits for the nonprofit sector

May 25, 2016

Presented by

*ONN, Round Table Procurement Services & Cowan
Insurance Group*



Agenda

1. Introductions
2. ONN Purchasing Program (ONNPP) background
3. Partner Selection & Employee Benefits Program Development
4. Overview of the Employee Benefits Plan
5. FAQs so far
6. Value-Add Session
7. How To Get A Quote & More Information
8. What's Next for the ONNPP
9. Q & A

Introductions

David Rourke

Round Table Procurement Services (RTPS)

Carol Parsons & Colin Bowman

Cowan Insurance Group

Kim Gignac

ONN

Background

- ❖ ONN and Round Table Procurement Services (RTPS) conducted a study to assess the opportunities and needs related to purchasing
- ❖ Key messages from the research included:
 - ❖ Pressures on the sector are driving changes
 - ❖ Lack of resources necessitate support
 - ❖ Uncertainty and confusion are common
 - ❖ There is an opportunity to work together
 - ❖ Focus is not just financial savings; need tools, support and “value for money” programs
 - ❖ Solutions for the sector must serve the unique needs of the sector

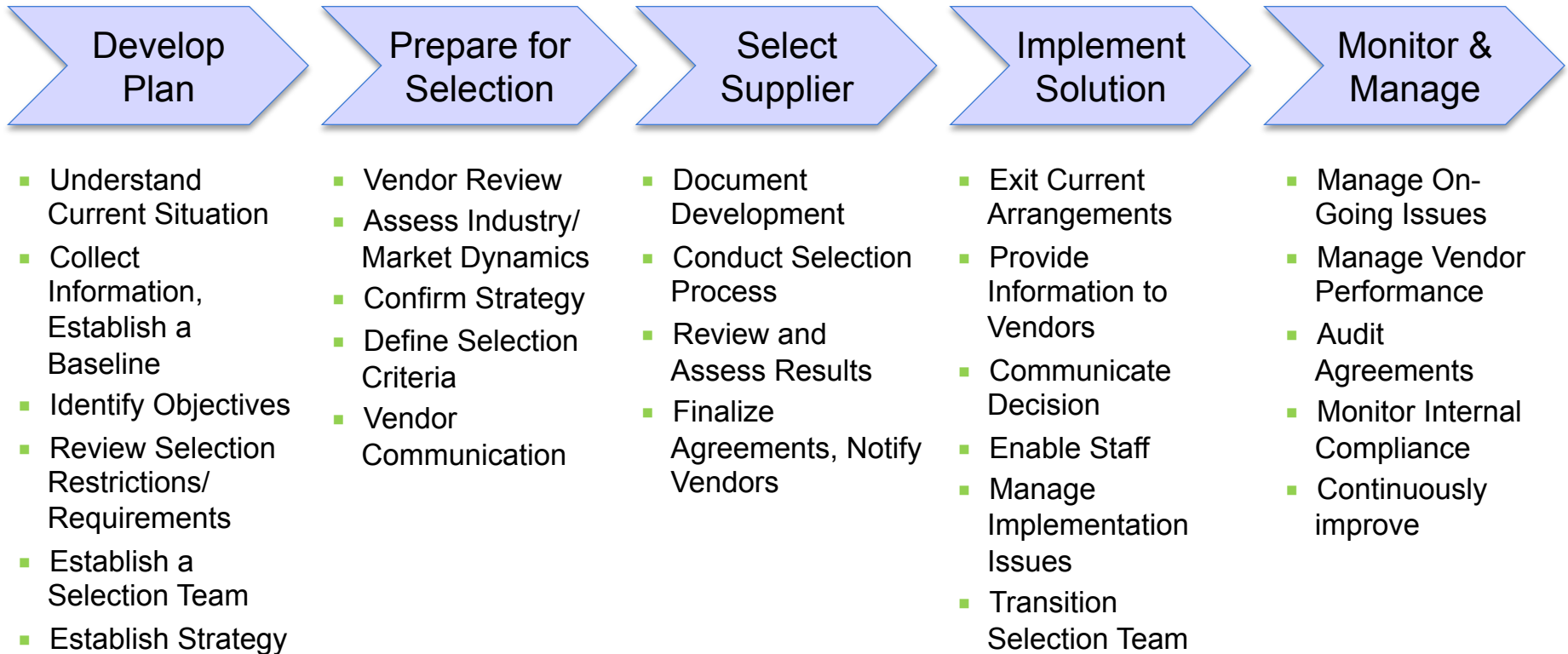
The ONNPP

The research led to the development of the ONN Purchasing Program (ONNPP)

- ❖ The Objective of the ONNPP is to strengthen the sector's ability to manage Purchasing through:
 - **Sector Engagement**
 - **Communication, Training and Sharing**
 - **Access to Expertise and Help** (1-877-742-9776 / onnpp@rtps.ca)
 - **High Value Supplier Agreements**

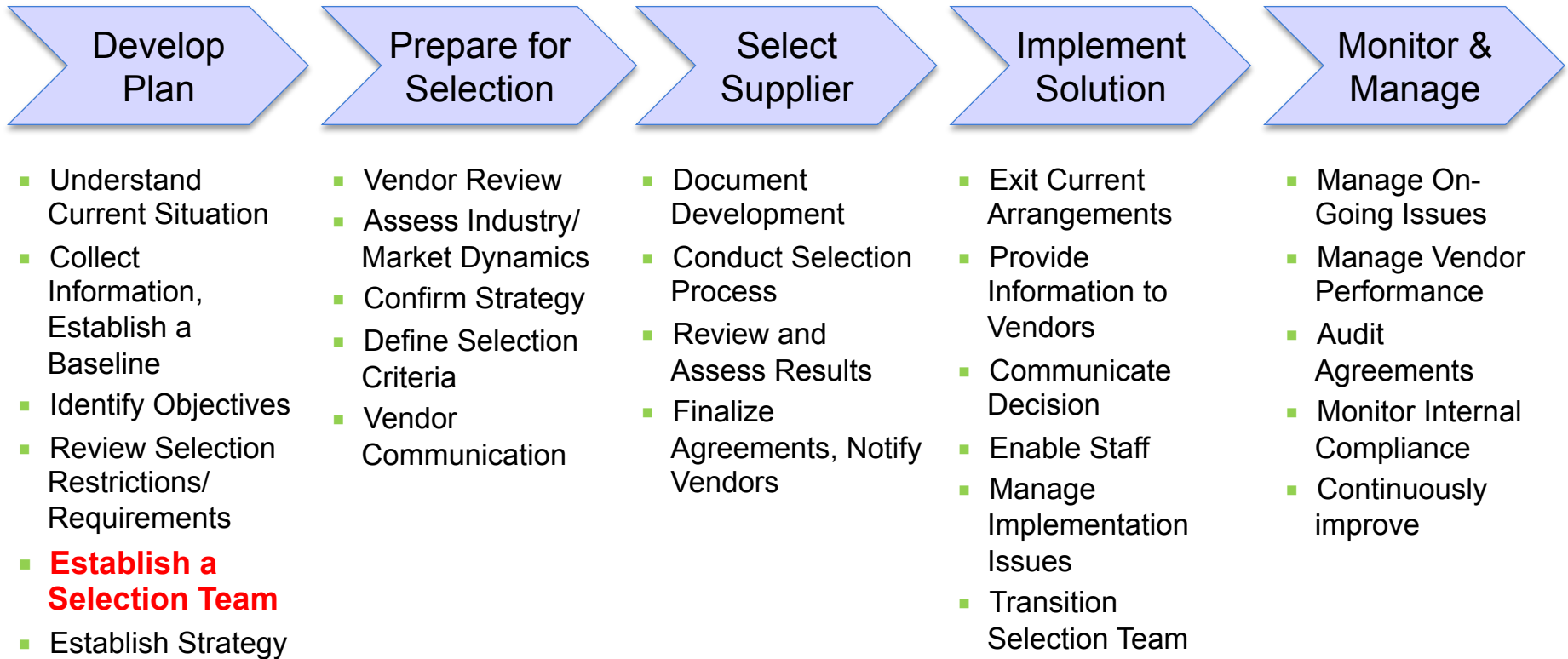
- ❖ The Employee Benefits Program is the first group supplier agreement to be launched with others (office supplies, telecom, print) to follow

The ONNPP Supplier Selection Process



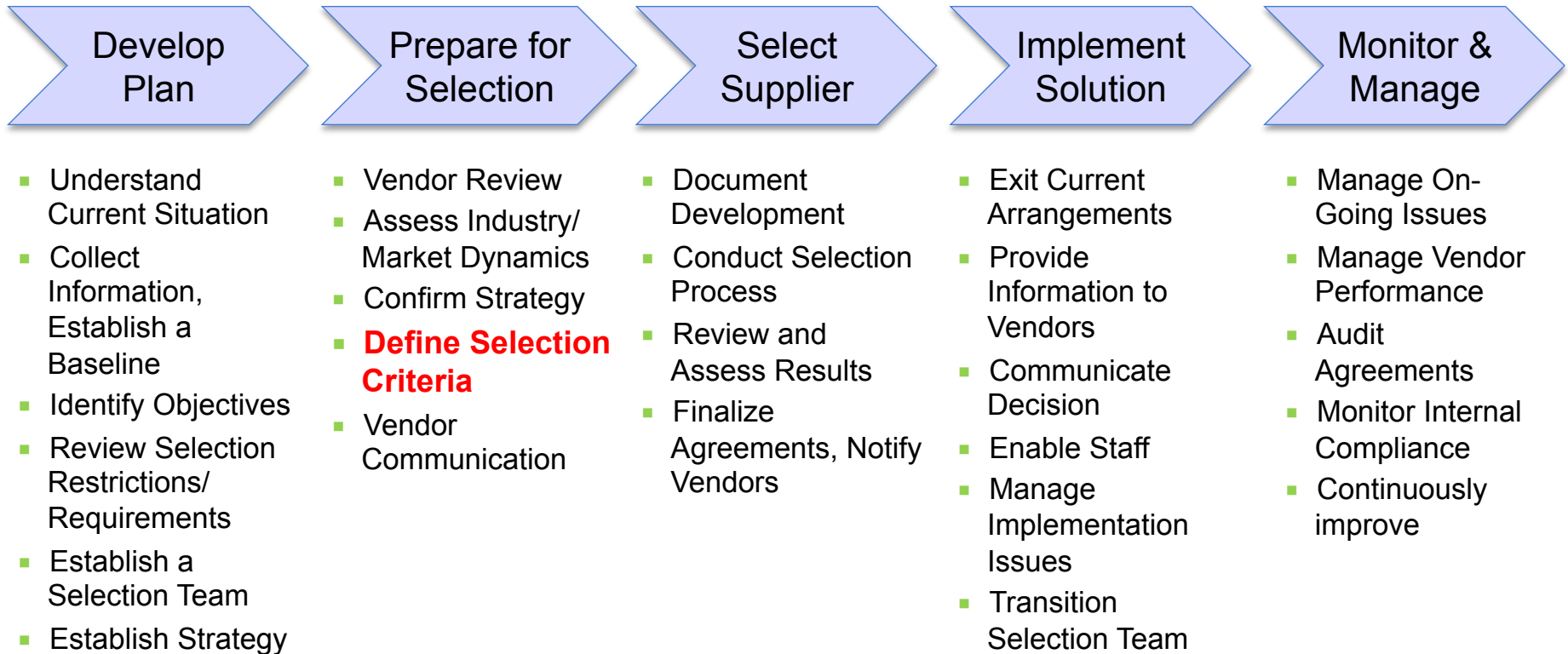
The use of a formal, rigorous selection process results in a high degree of confidence in the result

The ONNPP Process – Selection Team



The input of the Selection Team is critical in developing a solution that is specifically tailored for the needs of the Sector

The ONNPP Process – Selection Criteria



The Selection Criteria defines the key elements of the resulting supplier solution

ONNPP Employee Benefits: Our Selection Criteria

- ❖ **Total Cost** including pricing and overall ability to save money for participants
- ❖ **Quality and effectiveness** of the proposed Program in meeting the needs of the ONNPP and its participants
- ❖ **Customer service** capabilities and approach
- ❖ **Previous experience** with this type of program
- ❖ **Fit with and understanding of our requirements** the ONN, this program and the nonprofit sector, including the ability and willingness to be an enthusiastic and overall effective partner for the ONNPP
- ❖ **Communications capabilities** including plan promotion and marketing

The Result: A New Employee Benefits Program

The Selection process is complete; the results are in:

- ❖ All as a result of a collaborative, customized process
- ❖ By a team of sector leaders
- ❖ Based on sector-specific criteria
- ❖ Designed to meet the unique needs of nonprofit organizations
 - ❖ Wide range of core and optional benefits available
 - ❖ Value-added services
 - ❖ Wide Access - Options for all sizes of nonprofits
- ❖ Partner Selection was only the beginning of the work...
- ❖ So after several months of development... We're pleased to launch the new **ONN Employee Benefits Program with Cowan Insurance!**

Overview of the Employee Benefits Plan

- Provincial employee benefits program with rates and expenses reflecting the significant buying power of the ONN, your nonprofit network
- The program provides you and your employees with benefits such as life and disability, health care, dental care and vision care
- Flexibility – designed with the needs of ONN members and their employees in mind
- Superior participation experience, backed by ONN advocacy to help you with your concerns and unresolved issues
- Pooled benefits to help keep premiums stable year after year

Benefits of the Plan

- We believe great things happen when people come together
- Additional benefits of belonging to the ONN Employee Benefits Program including:
 - Complimentary ongoing education for you and your employees
 - Updates on industry trends and the impact of legislative changes
 - Access to value-added services
- Our commitment is to ensure that the ONN Employee Benefits Program leads the way in providing the best employee benefits plan for all ONN members

Cowan's Account Management Team



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Colin Bowman, Marketing & Service Consultant

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Frequently Asked Questions

- Can you match our current plan design exactly?
- Are you able to provide coverage in a unionized environment?
- What information do you need to provide a quote?
- How long will you guarantee the rates?
- How do we find out more or get started?

Value-Add Session – Mandatory vs. Non-Mandatory Coverage

- Mandatory enrolment can protect the employer and employee
- What benefits are mandatory under the ONN Employee Benefits Program?
- When can an employee opt out?
- What about eligible dependents?
- Value of a waiver form

How To Get A Quote & More Information

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What's Next for ONPP?

1. Access Available Resources

- 2014 Study results published
- Whitepapers and articles now available
- More materials being developed

2. Access to Expertise and Help

- Professional support available
- Help with contracts, supplier issues, RFPs, policies, BPS compliance, more!

3. Access Supplier Solutions

- Employee Benefits
- Others coming soon include:
 - Telecom, Office Supplies, Printed Materials

4. Get Involved - Join one of our Supplier Selection Teams!

Contact us at:
1-877-742-9776
onnpp@rtps.ca

Q & A

The floor is open for questions!

Thank you!

Get In Touch

theonnn.ca | @o_n_n