



XactPAY XpressSM – Pay As You Go Workers' Compensation Billing Solution

What is it?

A quick and easy way to provide a pay-as-you go billing solution for workers' compensation premiums – one of the biggest expenses businesses incur.

Who can offer this billing solution to business owners?

All Hartford commercial lines agents have access to XactPAY Xpress.

How soon will I be able to offer it to my clients?

Effective December 11, 2010, when your business client purchases a Hartford workers' compensation policy, you can offer the XactPAY Xpress billing solution.

Which clients will benefit most from this billing option?

Virtually any of your clients will benefit. Here's how:

- Reduction of large WC premium down-payments
- Help in managing cash flow
- Billing charges become obsolete
- Mitigation of audit surprises by basing WC premium charges on actual, real time payroll numbers

Have you talked to small business owners about this billing option? What did they say?

"My taxes are based on my employees and payroll – which is how workers' compensation is based. Why can't everything be done at the same time? Then they would adjust it monthly so the audit adjustment might be a couple of hundred dollars but not a thousand."

"This year has been phenomenal for us so I'm just, I am banking tons of money because I know I am going to be getting fat tax bills and a fat workers' compensation audit."

"Why can't this happen on a monthly basis – that way if I have big fluctuations in who I've hired, basically if they're basing it off of last year I'll"

"I get a knot in my stomach at audit time 'cause I am going to have to write another check."

"Better cash flow – easier for me to pay every month."

How does it work?

When you submit a WC policy, choose "payroll billing" as the billing option, then choose "self-reported payroll" as the payroll provider. You will also be asked to provide us with a billing contact name, phone and email address for the customer. We do the rest.

We will email the insured an invite containing a link to our self-reported payroll website and registration page, then work with the customer to ensure a smooth setup process.

The website will verify the user then walk the insured through the set up an online profile where they tell us how often they run payroll, choose to report at the state and class level or at the employee level, and agree to the terms and conditions of EFT payment.

Classes selected must agree with the classes you selected on the submission.

Based on their payroll frequency we will generate an email to remind your customers when it is time to enter payroll. The customer reports gross wages for any state and class on their policy, entering owners' and officers' payroll separately.

An email draw notification will inform the customer of the amount to be withdrawn from their bank before the EFT is processed. Detailed premium reporting is also available to them on our website.

Is there a cost to me or to my clients?

This billing solution is offered to you and to your customers at no cost.

How will you help us understand more so that we can effectively sell this option?

Training regarding XactPAY Xpress' benefits and customer selling tips will be offered to you in a November Webinar. Invitations will be sent via email shortly. Additional sales tools will include a quick "how to enroll" guide that can be shared with clients.

Competitive rates, a broad appetite, exceptional claim service – WC can't get any better. With our comprehensive standard and specialty capabilities, trusted reputation and commitment to you and our customers, let's help businesses through this tough time together.