



The HealthPass NY PEO  
powered by DecisionHR

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HealthPass  
Chief Operating Officer

# 2 Pathways – Exchange & PEO





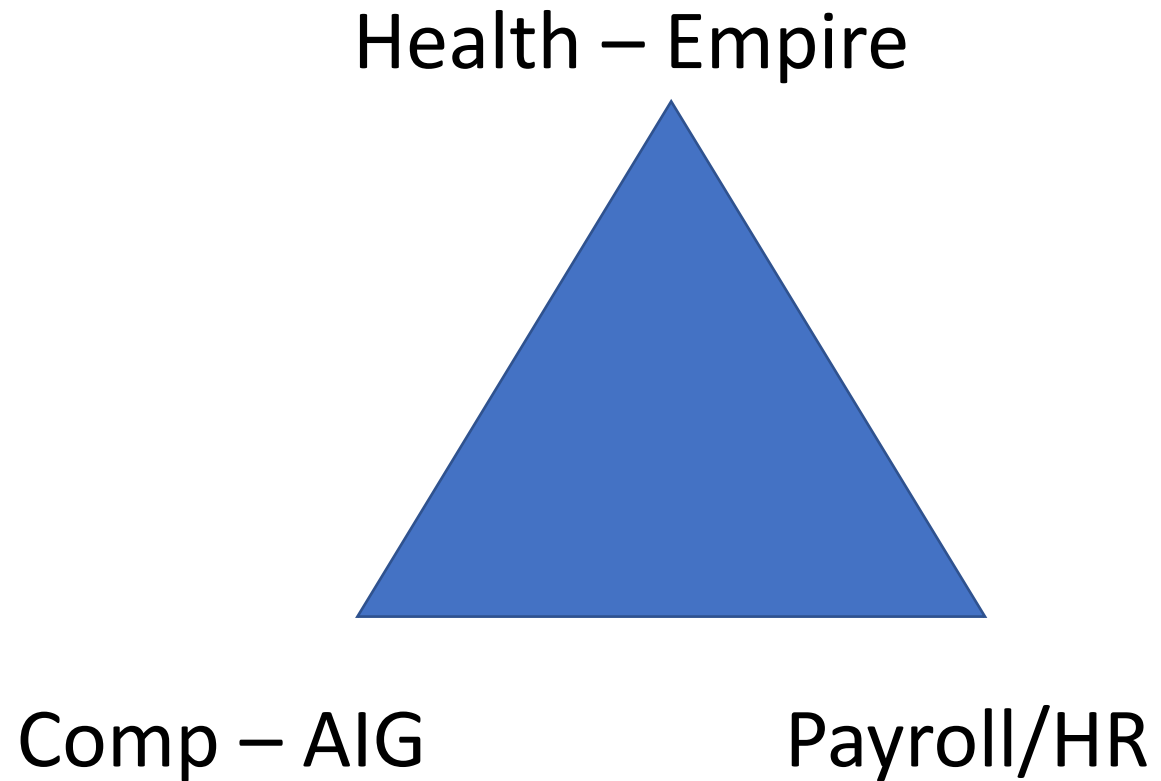
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Director of Business  
Development,  
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# Who is HealthPass NY PEO powered by DecisionHR?

- Top 5 privately held PEO
- Recent purchase of MBA
- Over 55,000 nationwide worksite employees
- Owned by Bankers Insurance
- Compete on products and excel on service
- 100% Broker friendly



# Why a PEO?





## Topics to be Reviewed:

- Overview of the US PEO market
- Why a PEO for a business owner
- Why HealthPass NY PEO

487 PEOs operating in the US  
according to the IRS 2021



# PEO employees by the numbers

- 4 million WSEs
- 2.7% of US employment
- \$216 billion in annual wages
  - Walmart (US), Amazon, Kroger, and Home Depot
  - Combined employment of 9 of our smaller states: Alaska, Delaware, Hawaii, Montana, North Dakota, Rhode Island, South Dakota, Vermont, Wyoming

# PEO clients by the numbers

- 173,000 clients
- 15.3% of US businesses 10-99 EEs

# Estimated WSE from 2008-2021...

- WSE in 2008: 1,637,478
- WSE in 2021: 3,971,468

# Alphabetical – top 10 states

- Arizona
- California
- Colorado
- Delaware
- Florida
- Georgia
- Hawaii
- New Jersey
- New York
- Texas

# Benefits of Using a PEO

- Employee turnover is 23%-32% lower
- Small businesses grow 7% faster
- Businesses 41% more likely to report growth in 2020

# Benefits of Using a PEO

## COMPARED TO OTHER SMALL BUSINESSES, PEO CLIENTS ARE:

- 119% more likely to have received PPP loans
- 72% more likely to have received PPP loans in Round 1
- 91% less likely to still be temporarily closed
- 60% less likely to have permanently closed

# Benefits of Using a PEO

- PEOs 65.9% received PPP loans
- Non-PEOs 30.1% received PPP loans
- Less than HALF!

# Benefits of Using a PEO

‘I sat down at my computer one morning to request what I would need to get a PPP loan and it was already in my inbox (from my PEO), even before banks were allowed to accept applications.... As a result of their service, I could focus on serving my clients.’

—PEO client





# Protect your book...



# Our Carriers

- Empire in NY BONUS \$\$\$\$
- Anthem CT in CT
- Anthem MO in MO
- FL Blue in FL
  
- AIG – for Workers' Compensation
  - Blue
  - Gray

# Transparent Billing

<u>DESCRIPTION</u>	<u>AMOUNT</u>	
Gross Wages	150,289.19	
Social Security Tax	9,317.91	
Medicare Tax	2,179.21	
Federal Unemployment Tax	227.53	
FUTA Credit Reduction	109.75	
State Unemployment Tax	4,221.25	
State/Local Tax	703.25	
Risk Management	5,836.51	
Administration Fees	2,122.98	
<b>GROSS PAYROLL AMOUNT</b>		<b>\$175,007.58</b>
Client Billing For Employer Benefits	3,741.54	
<b>TOTAL INVOICE</b>		<b>\$178,749.12</b>

# Why HealthPass NY PEO

- Dedicated HR and payroll support
- Low client to rep ratio
- Live reps
- No call centers or service tickets
- Regionally located



Any questions...

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Thank you!

