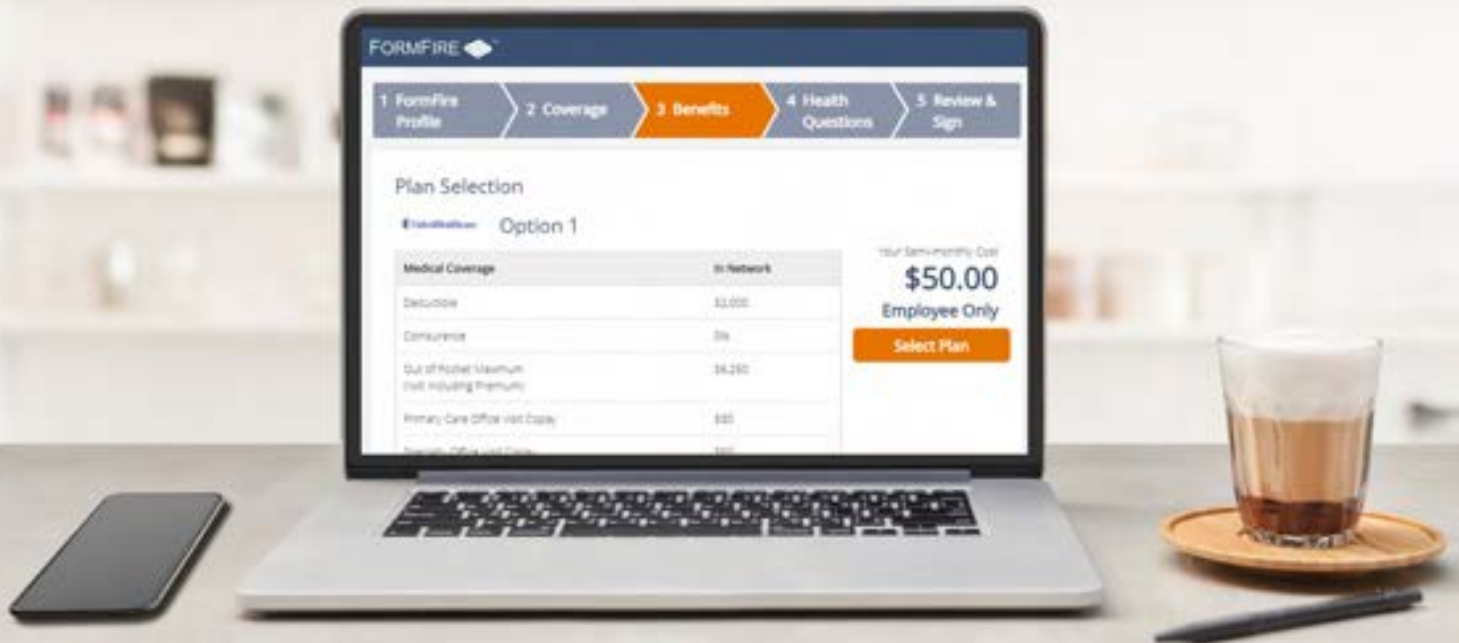# Formfire
an AgencyBloc solution

15 Reasons to Choose FormFire

15 Reasons to Choose FormFire

FormFire was founded in 2006 to offer Brokers and their Small Groups a simpler way to work. From the beginning, we've relentlessly pulled the market into the digital age. FormFire's platform allows Brokers to grow through efficient quoting and customer management.

As technology for the marketplace becomes more common, we are leveraging our expertise, Carrier relationships and customer base to provide the most flexible and affordable Private Marketplace to Brokers serving Small Groups.

2021 marks the 15-year anniversary of FormFire. In that time, our platform has paved the way for digital front-end workflow for quoting, selling and enrolling Small Group benefits insurance. To celebrate 15 years of innovation, we've put together 15 reasons why Brokers should choose FormFire.

Formfire
an AgencyBloc solution

Broadest Small Business Digital Platform From Quote-to-Close

The FormFire software covers everything from community-rated and medically underwritten products to ancillary benefits. From quoting to enrollment, FormFire offers a single, flexible solution for Brokers.

Widest Range of Carrier Approval

FormFire has an ever-growing range of Carriers that accept our applications for quoting and enrolling in Small Group insurance. We are accepted by over 300 Carriers, ranging from national to regional. If we do not offer a specific application, we easily can add it to our Data Mapping Tool.

Security You Can Trust

Collecting Employee medical information requires a lot of care to ensure collection and storage practices are compliant and secure. FormFire's extensive security measures ensure that personal and private health information that is collected and transferred is protected, HIPAA and HITECH compliant, and HITRUST certified.

Formfire
an AgencyBloc solution

Most Experience in Helping Agencies with Small Business Work

FormFire is recognized as an authority and expert when working with Small Businesses and digital processes. FormFire enables Brokers to provide a wide variety of support services that benefit not only their Agency but also the Small Groups they serve. From collecting online applications to receiving quotes from numerous Carriers, FormFire makes managing Small Group benefits more efficient.

For example, since 2007, FormFire has partnered with Expresslink, a Northeast Ohio-based General Agency that currently supports more than 500 independent insurance agencies. Since providing the value-add of FormFire, Expresslink expanded its client base by 13 percent from 2018 to 2019. Approximately 1,200 Groups were prescreened by Expresslink Agencies in 2019, a 26 percent increase from 2018. The number of prescreening submissions sent to Carriers increased by 45 percent from 2018 to 2019 and continued to trend upward in 2020. Expresslink increased its Sold Group volume by 22 percent from 2018 to 2019.

Formfire
an AgencyBloc solution

Customer Support for Your Groups and Employees

With FormFire, Brokers have the added value of a customer support team that not only supports the Broker, but the Employer and Employees as well. FormFire also offers a 24/7 online help center for current customers. With a 94% CSAT rating FormFire's support team will ensure your needs are met.

 *Customer Satisfaction Score (CSAT) is an industry-recognized metric that measures the satisfaction of customers with a brand's product and/or services through surveys.

We Offer the Marketing Resources You Need to Succeed

FormFire offers a comprehensive Marketing Resource Center for Brokers. Whether you're looking for ways to streamline the quoting process, tips for a successful enrollment period or how to work on customer retention, the center offers a variety of resource guides that will make you become the Broker that clients never want to leave.

You also can subscribe to FormFire's newsletter for downloadable guides, industry news and trends, strategic tips and better insight into our software.

Formfire
an AgencyBloc solution

Real-Time ACA Quoting and Custom Proposal Tools

Forget going to multiple Carrier sites to get fully-insured quotes. Using basic demographic information, FormFire's ACA Quoting tool can gather rate estimates from multiple Carriers.
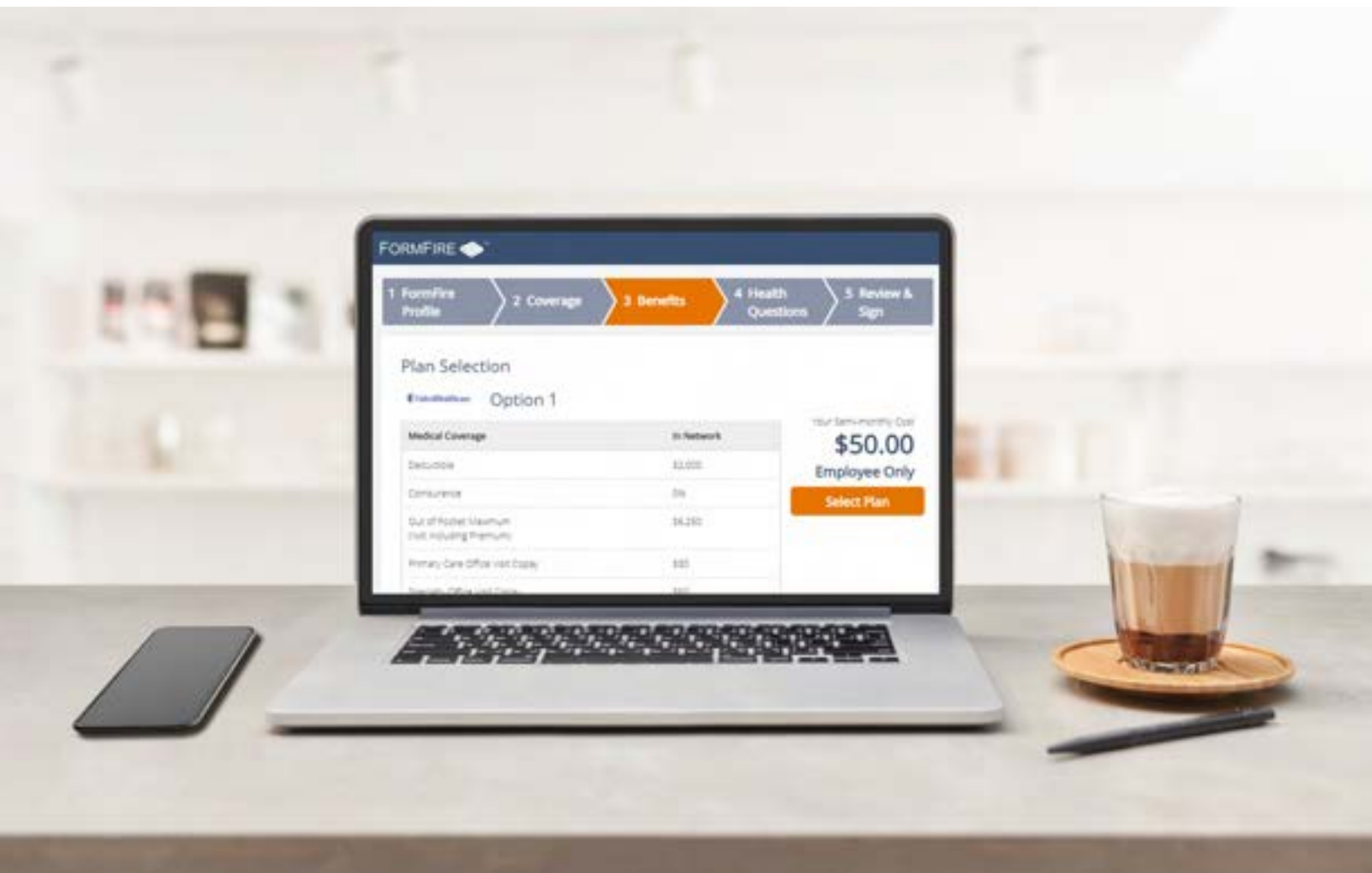
Not to mention, our easy-to-use and customizable Proposal Tool allows Brokers to present multiple plans side-by-side in one document. While other Brokers are spending time manually inputting plan details, Brokers using FormFire simply select plans and with a few clicks of a button have an instant Employer-ready proposal.

Formfire
an AgencyBloc solution

Save Employees Time and Frustration by Preloading Information

Getting Employees to fill out applications can be a challenge, using FormFire's Information Preloader, Brokers can populate Employee's basic information on their behalf. This means that Employees will spend even less time entering information online and Brokers can provide a better service to customers.

Our One-To-Many Approach Consolidates Medical Health Questionnaires into One Simplified Interview

FormFire's Medical Health Questionnaire ensures there's no more unnecessary data collection. One uniform online interview for Employees is compatible with thousands of Carrier applications. Rather than filling out multiple applications with dozens of overlapping medical questions, FormFire's questionnaire walks through a series of specific medical questions.

Formfire
an AgencyBloc solution

Streamline the Process of Plan Elections

FormFire makes benefits comparison and selection easier for Employees by giving them access to a simple shopping-like experience.

For passive enrollment or those who are not making any changes to their existing health plan, our Group Plan Assign tool enables Brokers to renew health insurance plans for Groups in bulk with just a few clicks, so they don't have to reselect and sign up for the same plans again.

To streamline the open enrollment process, Brokers have the ability to assign the health plan to all of the Employees who aren't waiving coverage.

Expand Cross-Selling Opportunities to Increase Revenue

Selling ancillary products is a great way for Brokers to increase revenue, but the additional paperwork often stops the opportunity. FormFire enables Brokers to use the data from our Medical Health Questionnaire tool and populate ancillary applications and censuses with no extra work.

Formfire
an AgencyBloc solution

Skip Scrubbing Data with Auto Error Check

FormFire's Error Check technology saves Brokers time manually scrubbing applications by ensuring Group applications are whole and complete. With FormFire there's no more back and forth with the Group to gather missing information. Employees will see a summary of all the information they entered before they can move on to the next step. With a click of a button, Employees can quickly correct any errors that appear.

Carrier Recognized and Legally Compliant eSignature

FormFire offers a legally binding, eSign-compliant signature recognized by Carriers that covers both the Employee and Employer application process. FormFire's eSignature saves time by allowing Employees to electronically sign using their mouse or keyboard.

Formfire
an AgencyBloc solution

Better Insights into Your Small Groups With Business Intelligence Reporting

FormFire's Business Intelligence Reporting provides Brokers with better insights on Groups. These reports offer a simple view of valuable Group information like health condition summaries, RX summaries, Group health audit reports, and BMI and tobacco use.

Reduce Manual Work and Focus on Growing the Relationship

Using an online benefits enrollment system is a great way for Brokers to maximize their bottom line. Brokerages, on average, spend about 18 hours per year on each Group, with associated costs like software, employee salaries, paper and even time. FormFire helps eliminate the need for multiple pieces of software, manual data entry, and hours of time supporting Employees in the platform.

FormFire's census tools help Carrier partners eliminate the need for an outsourced data entry team. With the cost to pay the salary, benefits and additional administrative expenses for a full-time Data Entry Clerk averaging over $54,000 a year, the cost savings is clear.

Formfire
an AgencyBloc solution

Formfire

an AgencyBloc solution

Choose FormFire Today

FormFire's all-in-one digital platform streamlines the enrollment process, from quoting to plan selection to managing qualifying life events and more. Contact FormFire today to learn more or request a free demo.