



## A Paycor and AssuredPartners Success Story: Wolverine Human Services

A partnership focused on sharing strategic insights and educating the client on cost savings and product functionality brought **Wolverine Human Services** to Paycor.



\$25,000

SAVINGS

Working with AssuredPartners, we were able to save Wolverine Human Services \$25,000 in benefits administration costs while still delivering the solution they needed.



INDUSTRY:

Nonprofit



LOCATION:

Detroit, MI

### THE INTRO MOMENT

By leveraging our relationship with AssuredPartners and sharing key discoveries, Paycor had the opportunity to showcase AssuredPartners' Center of Excellence and their Benefit Administration solution. Working together to ensure the client was comfortable with the benefits integration, we were able to demonstrate how all parties involved would benefit from this partnership.

### PARTNERSHIP APPROACH

#### Consultative Process:

It's important to get to know all the players involved to understand how Paycor products can make their lives easier. We conducted multiple discovery meetings with HR, IT and the C-suite at Wolverine, and always shared those findings with AssuredPartners throughout the entire process. We also had weekly calls with AP to discuss key findings and client considerations.

#### Customer Service:

Wolverine was confident that having both Paycor and AssuredPartners working together for them would allow for higher levels of support, especially during benefits renewal and open enrollment.

#### Intuitive Solutions:

Wolverine's previous experience was with disconnected platforms and they were looking for automation and ease of use with a new HCM solution. Recruiting, Onboarding, Time and Benefits were specific areas where we were able to automate and eliminate multiple manual processes.

### A PARTNERSHIP WIN

Paycor and AP worked together to share product information with employee benefits producers and show account executives how leveraging benefits administration tools can streamline business operations. By taking the time to strategize with AssuredPartners on prospects and clients, we can help determine if Paycor solutions and technology makes sense for each business. This partnership led to Paycor making additional client introductions to AP and we're now focusing on a PEO takeaway strategy.