

Traditional PAYO®



For Victory® Workers' Comp

Good for any insured wanting a workers' comp "cash flow" payment option. Our PSR solution brings unique benefits to the insured and our agents.

AmTrust has you covered in the PAYO (Pay-As-You-Owe) marketplace.

AVAILABLE ONLY WITH



HOW DOES IT WORK?

This is an automated solution, using local agents and local payroll companies. No upfront money is needed to bind coverage. An AmTrust EFT form may be needed based on the selected payroll company.

- An AmTrust-approved payroll company is required
- AmTrust provides net rates by class code and state to the payroll company
- The net rate includes all factors affecting the rate, such as base rate, experience mod, credits, debits, TRIA and the expense constant
- Net rates are system generated and emailed directly to the payroll company upon issuance of the policy
- The insured processes payroll as usual, through the payroll company
- The payroll company calculates the premium owed each pay period based on actual payroll reported
- The payroll company either collects and remits the reports and premium to AmTrust via ACH, or remits the reports only, and AmTrust EFTs the insured's account based on the payroll company's report
- AmTrust-approved payroll partner lists are available by region

To see if a payroll company is a good fit for AmTrust PAYO, please provide the following information:

- Name of the payroll company
- City and state
- Key contact at the payroll company with email and phone number
- Website for the payroll company if they have one
- Name of the PAYO account you are looking to bind

Approval time frame will vary based on the payroll company's software, their decision to report using either our class code or employee level reporting option and their general responsiveness to our inquiry.

- No AmTrust payment processing fees
- Payment processing fees vary by payroll company

Send new payroll company information to:

Chris.Amato@amtrustgroup.com or
Ted.Maurelli@amtrustgroup.com

btisinc.com | 877.649.6682



AmTrust PAYO® Solutions Side-By-Side Comparison

We now have three great AmTrust PAYO solutions for any insured wanting a worker's comp "cash flow" payment option. Here is a side-by-side comparison to see which AmTrust PAYO solution fits best for your insured.

	PAYO Traditional	PAYO Self Reporting (PSR)	PAYO 3 rd Party Facilitator
Eligible class codes	Based on AmTrust underwriting guidelines	Based on AmTrust underwriting guidelines	Based on AmTrust underwriting guidelines
Minimum premium	\$1,000 annual premium	\$1,000 annual premium	\$1,000 annual premium
Money needed to bind coverage	\$0 – No money needed to bind at policy inception and renewal	\$200 – Premium bearing deposit - applied at audit. Not required at renewal of PSR policy	\$0 – No money needed to bind at policy inception and renewal
Type of process	Automated	Efficient online self-reporting	Automated
Business partners involved	Local agent & local payroll partner	Local agent	Local agent, national payroll company and 3 rd party facilitator
Approved payroll company needed	Yes	No – However, at a minimum the insured must use a payroll software package	No
Items needed prior to binding	Approved payroll partner linked to the agency	1) Current method of doing payroll 2) Insureds desired payment frequency 3) Email address of insured's key contact person	15-minute teleconference with VP of PAYO, agent, insured and 3 rd party facilitator
Net rate provided by AmTrust	Yes – To the payroll company	Yes – Online on the insured's payment screen	Yes – To 3 rd party facilitator
Expense constant included in net rate	Yes	Yes	Yes
Premium payments made to AmTrust by	ACH by payroll partner; or EFT by AmTrust	Online by the insured	3 rd party facilitator
Type of EFT form needed	See approved payroll partner list for details Determined by the payroll company's business model. On the approved payroll partners list (far right-hand column), check to see if AmTrust EFT form is needed. If "Yes" EFT form must be returned to PAYO@amtrustgroup.com	EFT form is electronic Activated online by the insured at registration No hard-copy EFT forms accepted Mandatory EFT payments required	Yes – Provided by 3 rd party facilitator Must be returned to 3 rd party facilitator
Audit required How audit is paid	Yes – based on state rules and AmTrust guidelines All audits are <u>invoiced</u> through Audit Dept	Yes – based on state rules and AmTrust guidelines All audits are <u>invoiced</u> through Audit Dept.	Yes – Based on state rules and AmTrust guidelines All audits are <u>invoiced</u> through Audit Dept.
Able to add new payroll partners	Yes - If determined to be a good fit for AmTrust PAYO	No approved payroll partner required. However, at a minimum the insured must use a payroll software package	No approved payroll partner required
Processing fees	No AmTrust processing fees Processing fees vary by payroll company	No AmTrust processing fees	One time set up fee: \$75 Per Pay Period Fee: Weekly \$10 or Bi-weekly \$15 Multi location discounts available