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Aon Cornerstone

Partner Program



Diversity Driven Demand

The number of companies with a diversity directive has increased significantly in the last five years with MBE spend topping \$100 billion in the US.* Professional services were not considered supplier diversity spend targets until now.

This new emphasis and higher targets mean traditional MBE businesses (landscaping, food services, custodial) are not enough to meet these thresholds. Professional services however, specifically human capital and risk management, can help to meet these spend requirements.

Aon continues to lead the professional services field via Cornerstone, a network of MBE certified Aon partners to help you meet your diversity spend target.

* Source: NMSDC Analysis (National Minority Supplier Development Council)



BENEFITS PLUS
CONSULTING GROUP INC
REALIZE YOUR RESOURCES



Aon Cornerstone Partners



A conversation about your clients' diversity spend objectives isn't important, it's essential.

Your business. Your needs.

Your challenges are complex and unique to your organization.

Meeting your ever-growing diversity spend targets, via the best vendors available to you, is important; but having confidence in who you choose is essential. There is no greater confidence than aligning with the world leading professional services firm, Aon.

It's essential to meet all three objectives and Benefits Plus Consulting Group (BPCG) and Aon deliver on all.

Since 2009, Aon Cornerstone has helped companies fulfill their diversity spend targets via our partner network. These independently-operated, MBE certified businesses are the best in their field and have successfully applied and completed a rigorous Aon Cornerstone vetting process to be an official Aon Cornerstone Partner.

Requirements to become a partner include:

- 1 Affirm personnel have thorough industry knowledge and experience**
- 2 Hold one or more business certifications**
 - MBE
 - WBE
 - DBE
 - Veteran
 - Hub Zone
 - 8 (a)
 - Disabled Veteran
 - SDB
- 3 Attest ability to effectively service clientele on a larger geographic scale and hold appropriate licenses to do so**

Once an MBE earns the title of official Aon Cornerstone Partner, they stay at the top in their field by being fully supported by Aon's global resources and knowledge.

Benefits Plus Consulting Group, Inc. (BPCG)

As a nationally-recognized leader in minority business enterprises, BPCG brings more than two decades of hands-on specialized expertise in benefits planning and human resources solutions to clients of all sizes and industries. BPCG was founded by Norma Romero-Mitchell, who still leads its consulting practice today and whose strong record of excellence was recently recognized by the PA-NJ-DE Minority Supplier Development Council's Chairman and Leadership Awards.

Our clients are successful in achieving their goals due to BPCG's responsive service, technical and industry knowledge, political acumen, strategic advice, tactical implementation and measurable results. BPCG's focus on 'client first' and high standards are part of its culture and guide every aspect of delivering its broad range of services.

BPCG service summary (partial list):

- Benefits strategy, design, and implementation
- Brokerage services
- Enrollment coordination and financial education
- Claims, clinical, and performance guarantee audits
- Healthcare expense management, data analytics, and compliance management
- Employee research (interviews, focus groups, polls)
- Employee education and engagement communication
- Wellness and disease management campaigns

To learn how more Benefits Plus can help you, call 215. 735-PLUS (7587), email norma@consultbenefitsplus.com or visit us at www.consultbenefitsplus.com.