TRUPAY® is a secure and scalable SaaS-based platform designed to provide the insurance marketplace with pay-as-you-go billing program technology. It delivers seamless, automatic collection and payment of premiums for insurance policies.

Today, competition is fierce. You can strategically differentiate yourself by simplifying the way agents and policyholders do business with you. TRUPAY® makes it easy.

TRUPAY® features include:

FLEXIBILITY

- Self-service options for billing inquiries, account setup, and support for policyholders
- The ability to receive payroll data from hundreds of payroll companies

AUTOMATION

- Automatic reporting of payroll data via a payroll provider or the flexibility for a policyholder to define their own format
- Automatic notification of late payrolls for timely follow up with policyholders
- Automatic calculation of earned premium

SPEED AND SIMPLICITY

- Easy integration with a carrier's internal systems
- Payments and disbursements via ACH
- On-demand premium audit reports
- Full service pay-as-you-go program administration
- The only pay-as-you-go solution integrated with Intuit's payroll customers

SECURITY

- Complies with the strict security requirements of financial services and insurance regulators

Our Promise

Our mission is to build insurance software for the modern world. We worked with the early adopters of pay-as-you-go billing, and TRUPAY® was introduced to the insurance marketplace in 2009.

Today, we have 20+ customers and more than 4000 agents who process over 60,000 policies a month on the TRUPAY® platform. We provide our customers flexibility in both the implementation of TRUPAY® and the business operation of their pay-as-you-go billing program.

Our experience gives us deep understanding of customer needs. We're committed to working with your organization to determine how the platform will best fit your existing workflows and deliver the benefits your business needs most.

Benefits for:

Insurers

For carriers, TRUPAY® improves profitability through better operational performance with:

- Increased retention rates on more profitable business by 4-5%
- The ability to uncover payroll and classification discrepancies early in the life cycle of the policy
- Lower costs associated with invoicing
- The elimination of premium audit shock and the reduction of uncollectible debt
- 40-50% savings on physical audits due to the reduced effort
- Improved audit results: When the policyholder is classifying employees, 60% of first term audits result in zero audit over/under amounts, and the percent increases to 85% in subsequent terms

Agents

TRUPAY® gives agents a sales tool that increases customer retention and attracts new business with:

- Flexible billing schedules that meet customers' requirements
- A viable alternative to large payroll service companies that offer insurance
- The ability to offer more services without additional work from the agency
- A way to minimize end-of-year audit adjustments
- A reduction in year-end premium audit questions and discrepancy remediation

Policyholders

TRUPAY® offers policyholders convenience, improved cash flow, and minimal audit surprises with:

- Payment plans based on their payroll cycle
- Predictability and optimization of cash flow
- Elimination of year-end premium audit sticker shock
- Improved understanding of premium calculation via self-service
- The only pay-as-you-go platform partnered with Intuit to provide payroll data automatically each time payroll is run
- Zero cost

Payroll Service Companies

TRUPAY® offers payroll companies a strong competitive advantage over the large national platforms who sell pay-as-you-go workers comp coverage with:

- A single connection that gives payroll company customers the ability to select workers comp coverage from 20+ insurance carriers
- A pay-as-you-go billing model that's proven to deliver as much as a 30% increase in customer retention
- A seamless way to deliver payroll information for pay-as-you-go workers comp coverage that results in as much as a 25-point improvement in Net Promoter System® scores of customer satisfaction
- Zero cost