



2023 Wrapped

**Difference
Card
Highlights**

2023



1 Team Building Trip to Fort Lauderdale

Achieved Great Place to Work Certification in 2023

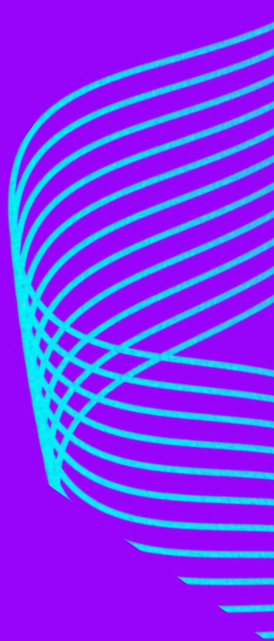


10+

Promotions in
2023

92

Employees hired
in 2023



\$239
MILLION

**in total savings
provided in 2023**

17%

average percent of savings per client

\$253,756

average savings per group

\$3,246

average savings per employee
per year



Producer Partner Success

\$129

MILLION

in new medical premium

117

new broker of records won

\$5.1 Million

in new revenue for broker partners

Top Producer Partners



Alliant
HUB
USI



BenefitMall
Marsh
NAVA

Member Service Stats

AVERAGE SPEED OF ANSWER WHEN CALLING THE DIFFERENCE CARD

**39
secs**


**2
days**

AVERAGE PROCESSING SPEED ON SUBMITTED CLAIMS

Customer Care Team Star Rating



“Customer Service was great. No long wait times. The rep was informative, patient, and detailed when providing information that supported me in learning how to navigate the Difference Card app.”



service
excellence is a
difference card
core objective



65

NET
PROMOTER
SCORE

90%

would rate their Account
Manager's response time as very
responsive

89%

are very confident with their
Account Manager's ability to
remedy issues or concerns

82%

would rate their overall experience
with their Difference Card Account
Manager as above average

Top Industries

by Number of Employees Enrolled
with The Difference Card

1. Manufacturing
2. Social Services
3. Education
4. Transportation
Companies
5. Non-Profit
6. Professional,
Scientific & Technical
Services
7. Public Sector
8. Medical
9. Construction
10. Technology
11. Legal

The Top Case Studies We Have on Repeat

1

Municipality Saves
\$1,480,658



2

Private School Saves
\$1,328,358

3

Non-Profit Saves
\$1,222,747

4

Technology Client
Saves \$901,347

5

New Jersey Medical Group
Saves \$435,214

6

Pennsylvania-Based
Manufacturer Saves
\$250,000

Core Value Playlist

passion

accountability

innovation

respect



00:00

04:10



Ready to learn more?



**Request a proposal at
DifferenceCard.com**

**Or shoot us an email at
sales@differencecard.com**