

SEB Launches EQ Care Virtual Medical Clinic Services to Over 330,000 Benefit Plan Members

written by Raj Shah | July 5, 2018

✘ July 5, 2018 ([Source](#)) – SEB Administrative Services Inc. (“SEB Admin”), a subsidiary of Smart Employee Benefits Inc. (“SEB”), (TSXV:SEB), a leader in benefits administration and data processing services, has entered into an agreement with Equinoxe Virtual Clinic Corporation (“EQ”), to add their virtual medical clinic program, EQ Care, to the SEB Admin FlexPlus Platform.

ABOUT VIRTUAL MEDICAL CARE:

Virtual Medical Care transforms healthcare for employees and employers. It allows employees to use their smartphone, tablet or computer to access medical care. Its many benefits for employees include reduced wait times to see a doctor, reduces hospital stays, empowers patients in better managing their healthcare, reduces emergency visits, improves patient safety to mention a few benefits. For employers it contributes to healthier employees, less absenteeism and lower healthcare costs for benefit plans. As demand in the healthcare system in Canada increases, healthcare providers are looking to new solutions such as virtual healthcare and mobile healthcare to provide cost efficient solutions that allow better, faster and more convenient access to care. Thousands of mobile health applications are already available, and this number grows daily. Experts in the industry believe the “Virtualization of Healthcare” is here to stay. Virtual healthcare today includes

online access to doctors, nurses, other medical practitioners, renew prescriptions, etc. Today's market in Canada is estimated to be in the tens of millions of dollars with exponential growth into the hundreds of millions as virtual healthcare becomes a cornerstone of the healthcare road map of the future for governments, employers, insurers and patients.

Mohamad El Chayah, President and CEO of SEB Admin, states, "We are in the midst of a technology revolution that is disrupting and transforming Health Care around us every day. SEB's objective is to provide our clients with state of the art technology and benefit solutions in managing their benefit environments. We see in Equinox and the EQ Care program a substantial value for our clients and their employees. FlexPlus combined with EQ Care will provide a secure virtual digital environment for FlexPlus plan members to interact with doctors effectively and conveniently, get the care they need, from virtually anywhere. SEB Admin currently administers benefits to over 330,000 plan members for over 50 of Canada's largest employers. The EQ Care program will be offered as a 'Voluntary Benefit' purchased as an adjunct to an employee benefit plan, either funded by its employer fully or co-funded with the employee. The increase in cost to an average benefit plan is less than 3%. Several SEB clients have already tested virtual healthcare. We believe virtual healthcare will become a staple of employee benefit plan designs of the future. Multiple insurance companies are already including 'Virtual Healthcare' as a benefit plan design option."

Daniel Martz, CEO of EQ, said, "Equinox has been providing care to Canadians for over 28 years and our success has been our ability to stay at the forefront of change. We see great synergy between SEB Admin and EQ Care's virtual medical clinic services, as we commit to help organizations and their employees get faster and better access to care and treatment, 7 days a week,

across all Canadian Provinces and Territories, in both official languages.”

ABOUT SEB ADMIN:

SEB Admin provides benefit processing solutions including Administration (flex, traditional, multi-employer), adjudication, claims payment and reporting. Our technology platforms manage total business processing services for group benefit solutions and health claims processing in one, open-architecture, fully-integrated, rules-based and modular environment, allowing clients to utilize separate modules or a fully-integrated solution. SEB Admin’s “One Processing Environment, All Benefit Types, One Benefit Card” cloud enabled solutions are among the most cost effective, user friendly and customizable in the industry, allowing real time reporting, analytics and fraud detection when the fully integrated platform is implemented. Our Add-on Modules include Health & Wellness, Online Voluntary Products, Sales and Administration, Disability Management Portal, Absentee Management, Human Resource Solutions and with Venngo, Employee Discount Programs. Our processing solutions are applicable to both employer and government funded benefit programs. SEB Admin’s “One Processing Environment” with single sign on connectivity for all benefit types including health, pension and other rewards programs are unique in the industry. Our solutions are all cloud enabled and delivered via a fully outsourced, co-outsourced or SaaS model.

ABOUT EQUINOXE: Equinox LifeCare is an ISO 9001:2015 and certified health care management company which has been in operation for 28 years. Equinox Virtual Clinic Corporation, a subsidiary of Equinox LifeCare, offers a leading online and mobile-enabled virtual medical care service, EQ Care, through which plan members can access personalized healthcare via their smartphone, tablet or computer; provided by leading Canadian Doctors, Nurses, mental health practitioners and other

specialists, in complete confidentiality, from the comfort of home or wherever they may be. EQ Care is the only bilingual, national virtual care platform, through which well over 130,000 virtual medical consultations have been successfully managed.

ABOUT SEB:

SEB is a technology company providing Business Process Automation and Outsourcing software, solutions and services to a national and global client base. SEB has a specialty growth focus in cloud enabled SaaS processing solutions for managing employer and government sponsored health benefit plans on a BPO (Business Processing Outsourcing) business model, globally. SEB currently serves corporate and government clients across Canada and internationally. Over 80% of SEB's revenues derive from government, insurance and health care organizations. SEB's technology infrastructure of over 800 multi-certified technical professionals, across Canada and globally, is a critical competitive advantage in supporting the implementation and management of SEB's benefits processing solutions into client environments. SEB's Benefits Processing Solutions can be game changing for SEB clients.

The core expertise of SEB is automating and managing business processes utilizing SEB proprietary software solutions combined with solutions of third parties through joint ventures and partnerships. SEB's client acquisition model in benefits processing is "Channel Partnerships" where SEB processing solutions both improve cost structures and enable new revenue models for Channel Partners and clients. All SEB solutions are cloud enabled and can be delivered on a SaaS platform. SEB solutions turn cost centers to profit centers for our Channel Partners.

FORWARD-LOOKING STATEMENTS

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