

AmTrust PAYO[®] Solutions

Side-By-Side Comparison

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

	PAYO Traditional	PAYO Self Reporting (PSR)	PAYO 3rd 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 3rd 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. Insured - contact name and email 2. Agent - name and email 3. Acct Manager / CSR - name and email	15-minute teleconference with PAYO Marketing Department, agent, insured and 3rd party facilitator
Net rate provided by AmTrust	Yes – to the payroll company	Yes – online on the insured's payment screen	Yes – to 3rd 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	3rd 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 Efficient process all done online by the insured	Yes – provided by 3rd party facilitator Must be returned to 3rd party facilitator
Audit required	Yes – based on state rules and AmTrust guidelines	Yes – based on state rules and AmTrust guidelines	Yes – based on state rules and AmTrust guidelines
How audit is paid	All audits are <i>invoiced</i> through Audit Department	All audits are invoiced through Audit Department	All audits are invoiced through Audit Department
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

For more information on how our three AmTrust PAYO solutions can help increase new business and protect your renewals, contact your regional sales manager or underwriter.

Our PAYO and PSR inbox is set up to answer any questions you may have on policies written with AmTrust PAYO.

Please don't hesitate to contact us.
PAYO@amtrustgroup.com PSR@amtrustgroup.com