



Digital Distribution and Servicing

The rapid pace of digital transformation and changing consumer preferences are fundamentally changing the insurance industry

With customer expectations for instant access to information and service at an all-time high, technology is creating new opportunities for insurers to build the omnichannel distribution strategies required to drive profitable premium growth in the digital era.

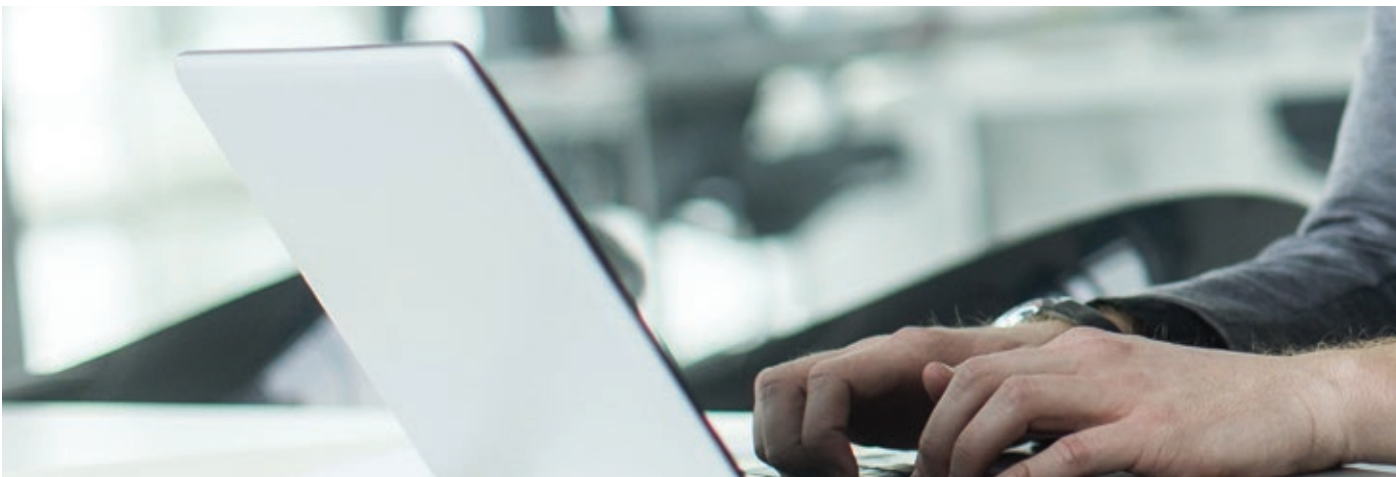
Today's insurer needs to evaluate digital technology that automates and expands distribution and servicing of products throughout the insurance lifecycle. By connecting to agents through integrated channels, insurers can optimize relationships and increase premiums.

Your business requires a single exchange that:

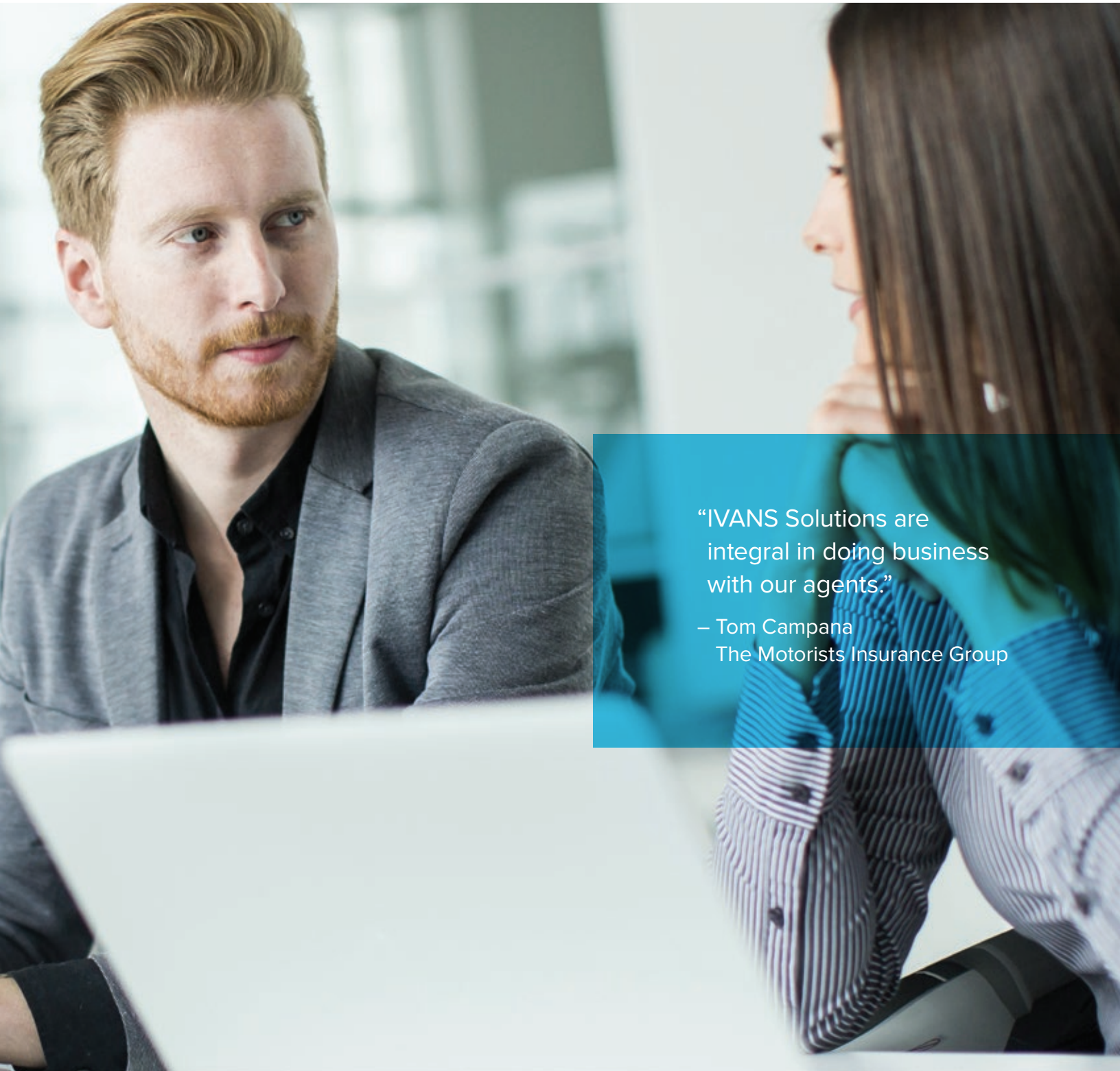
- > Introduces new products to agencies
- > Provides visibility and entrance into new markets
- > Offers seamless workflow processes for an optimized customer experience
- > Integrates quickly into policy administration systems

Leverage IVANS, the property and casualty insurance industry's network connecting insurers, MGAs, agencies and insureds, to automate distribution and servicing of insurance products.

- > **Distribution.** Market and distribute your products.
- > **Servicing.** Automate the exchange of policy-related information with your agency partners.




Grow your business through the independent agency channel



“IVANS Solutions are integral in doing business with our agents.”

– Tom Campana
The Motorists Insurance Group

Digital Distribution

A woman with long brown hair, wearing a pink long-sleeved shirt, is pointing at a large digital display in a meeting room. She is holding a black pen in her right hand. The display shows some charts and data. In the foreground, a laptop keyboard and a smartphone are visible on a white desk. The background is slightly blurred, showing other people in the room.

24% of sales to be digitized end-to-end in the next three years

– Accenture

Market and distribute your products

Insurers require an automated way to instantly communicate product information and find new business opportunities via independent agency distribution channels.

IVANS' network of more than 30,000 agency and MGA partners extends opportunities for you to expand digital marketing and distribution of your insurance products to the right agents. Your business is able to instantly communicate appetite to agents, automate quoting and identify the right agencies to target with desired risks.

IVANS enables insurers to expand their digital distribution footprint to write more desired business, driving profitable premium growth via the independent agent channel.



Core capabilities of digital distribution include:

- > **Appetite communication:** Instantly communicate your appetite to agents who are searching for a market to submit new and renewal commercial insurance business. Eliminate time and money spent managing appetite guides and responding to out-of-appetite submissions. Leverage IVANS to expand your product marketing and appetite communications to direct more in-appetite submissions from agents.
- > **Agency visibility:** Gain insight into agencies' books of business and advance notice into future agent market demands. Find your target business via IVANS with both appointed and non-appointed agencies by industry code, line of business and location to create an immediate list of agencies ready to do business with you.
- > **Instant quoting:** Expand quote distribution to agents through multiple online and integrated channels, including agency management systems, comparative raters and other distribution technologies. Leverage IVANS existing connectivity infrastructure to instantly broaden your agency network without having to spend additional time configuring digital connections.

IVANS enables your business to:

- > Increase in-appetite submissions and improve submission mix.
- > Further strengthen and maximize current agency relationships while expanding your distribution footprint by connecting you with more agencies.
- > Identify agencies' desired lines of business for future growth.
- > More effectively market products through automated appetite communication.
- > Increase product visibility during the quoting process.
- > Eliminate time and expense configuring, managing and maintaining multiple rating connections.

Automate the exchange of policy-related information with your agency partners

Efficient data exchange is critical for insurers to effectively service the independent agency and MGA distribution channel.

IVANS provides your business with a single platform to manage servicing through automated policy-related information exchange directly into partner management systems.

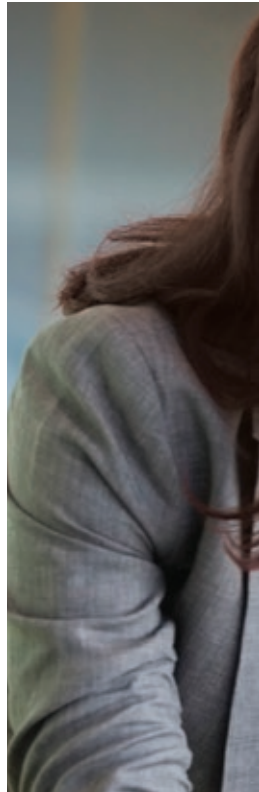
By continuously providing agencies accurate information, you generate more business and increase policyholder satisfaction and retention.

Core capabilities of automated servicing include:

- > **Agency download connections:** Operate within a single, open platform for the daily exchange of information to agency partners. Leverage IVANS to proactively manage current and potential download connections and activity with agents, as well as agent feedback on download opportunities through on-demand reporting.
- > **Download transactions:** Automate policy-related information and document exchange directly into your partners' systems. Utilize a secure and managed alternative to email, mail and faxes while increasing ease of doing business with agents.
- > **Inquiry and lookup:** Leverage an end-to-end integrated solution to create and manage on-demand agency policy inquiry. Instantly receive, process and respond to agency policy, billing, claims or payment requests directly between agency management systems and your policy administration system.

IVANS enables your business to:

- > Operate within a single, open platform for the daily exchange of policy, billing and claims-related information.
- > Eliminate time and expense configuring, managing and maintaining multiple connectivity solutions.
- > Ensure the latest information is instantly available throughout the underwriting and servicing process for both your agents and your business.
- > Increase data accuracy and minimize E&O with policy information synced directly between your and your partners' systems.
- > Increase speed to market and eliminate the need to train and retrain resources on current industry standards and variance by management system.



Automated Servicing



Insurer connectivity and automated information exchange can save an agency one hour per employee per day
– IVANS industry survey, 2016

Why IVANS

To thrive in our industry's digital transformation, your business requires an omnichannel distribution and service model built on foundational connectivity technology to deliver greater value for partners and insureds and drive the most profitable business opportunities.

IVANS sets the standard for innovation and success

IVANS is the property and casualty insurance industry's exchange connecting insurers, MGAs, agencies and insureds. IVANS cloud-based software automates the distribution and servicing of insurance products. For more than 30 years, IVANS innovation and expertise have connected more than 30,000 independent insurance agencies and 380 insurer and MGA partners to enable millions of people to safeguard and protect what matters most in people's lives.

Getting started is easy

Build your digital distribution and servicing strategy with IVANS by calling **855-233-9128** or visit ivansinsurance.com today.

IVANS[®]

A DIVISION OF APPLIED

IVANS Insurance Solutions
5405 Cypress Center Dr, Suite 150
Tampa, FL 33609
855.233.9128

For more information visit
ivansinsurance.com

© 2017 Applied Systems, Inc.