

IVANS Market Manager™

An industry-first agency search tool for insurers



IVANS Market Manager capabilities provide an innovative search tool that enables insurers to instantly identify new business opportunities with both current and new agencies.

The application enables you to search 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.

You can immediately reduce the time and cost spent previously canvassing regions and agencies individually when searching for target business.

IVANS Market Manager maximizes your business opportunities via the agency distribution channel by expanding your distribution footprint, identifying current agencies you should invest more resources in, and notifying you in advance of future agent market demands. The application also alerts you of new risks of agent interest, so that you can identify and forecast potential growth areas.

“Commercial insurers expect 38% of quotes to be delivered digitally and almost one quarter (24%) of sales processes to be fully digitized from end to end in the next three years.”

- Accenture

IVANS Market Manager empowers your business to:

- > Expand your distribution footprint by connecting you with new agencies based on targeted recommendations.
- > Identify new business opportunities within your current agency base.
- > Engage agencies earlier in their growth phase to establish a relationship for future growth.
- > Reduce time and cost spent manually searching for new business opportunities.



Core Capabilities

Agency search capabilities

A quick, simple search via IVANS Market Manager returns a list of agencies interested in your company's new business, expanding your agency distribution footprint with targeted recommendations.

In addition to a list of agencies, your search returns the contact information for specific individuals, enabling more direct communication between your business and agencies to create stronger insurer-agency relationships.

Direct communication with agencies

Through IVANS Market Manager, you can receive direct notification from agencies that are interested in new lines of business.

By engaging with agencies earlier in the growth phase, you can establish and strengthen the relationships necessary to forecast new profitable lines of business.

Appointed agency relationship development

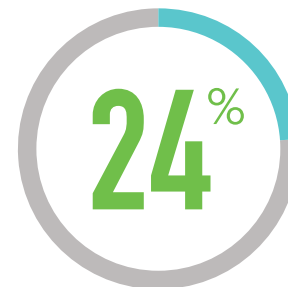
When you search for target segments, IVANS Market Manager identifies where potential growth opportunities exist within your current agency base.

By pursuing growth opportunities with current partners, you can build stronger agency relationships and eliminate time spent negotiating new agency contracts.

Getting started is easy

Learn how IVANS supports your agency distribution and servicing strategy by calling **855.233.9128** or visit **ivansinsurance.com** today.

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



24% of sales to be digitized end-to-end

- Source: Accenture, Accenture Distribution and Agency Management Survey

Why IVANS

IVANS is the property and casualty insurance industry's exchange connecting insurers, MGAs, agencies and the insured.

IVANS' cloud-based software automates the distribution and servicing of insurance products.

For more than 30 years, IVANS innovation and expertise has connected 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.

IVANS[®]

A DIVISION OF APPLIED