



Market
Access and
Automated
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 agencies to build the omnichannel servicing strategies required to drive profitable premium growth in the digital era.

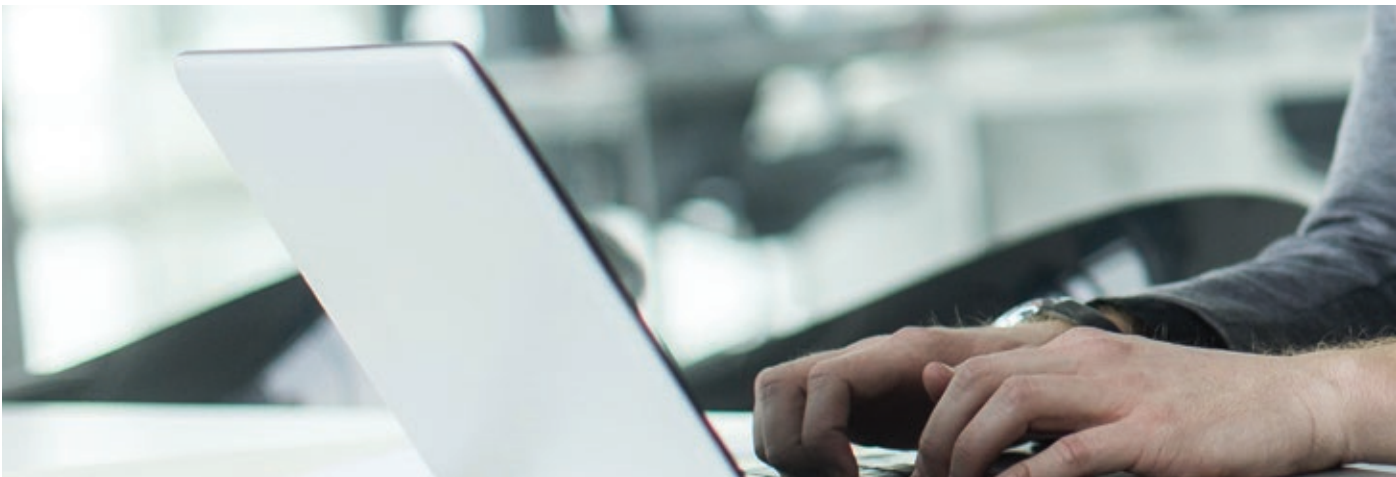
Today's agent needs to capitalize on digital technology that automates and expands access to markets and servicing of products throughout the insurance lifecycle. By connecting to insurers and MGAs through integrated channels, agencies can provide clients the best coverage possible to drive retention and growth.

Your business requires a single exchange that:

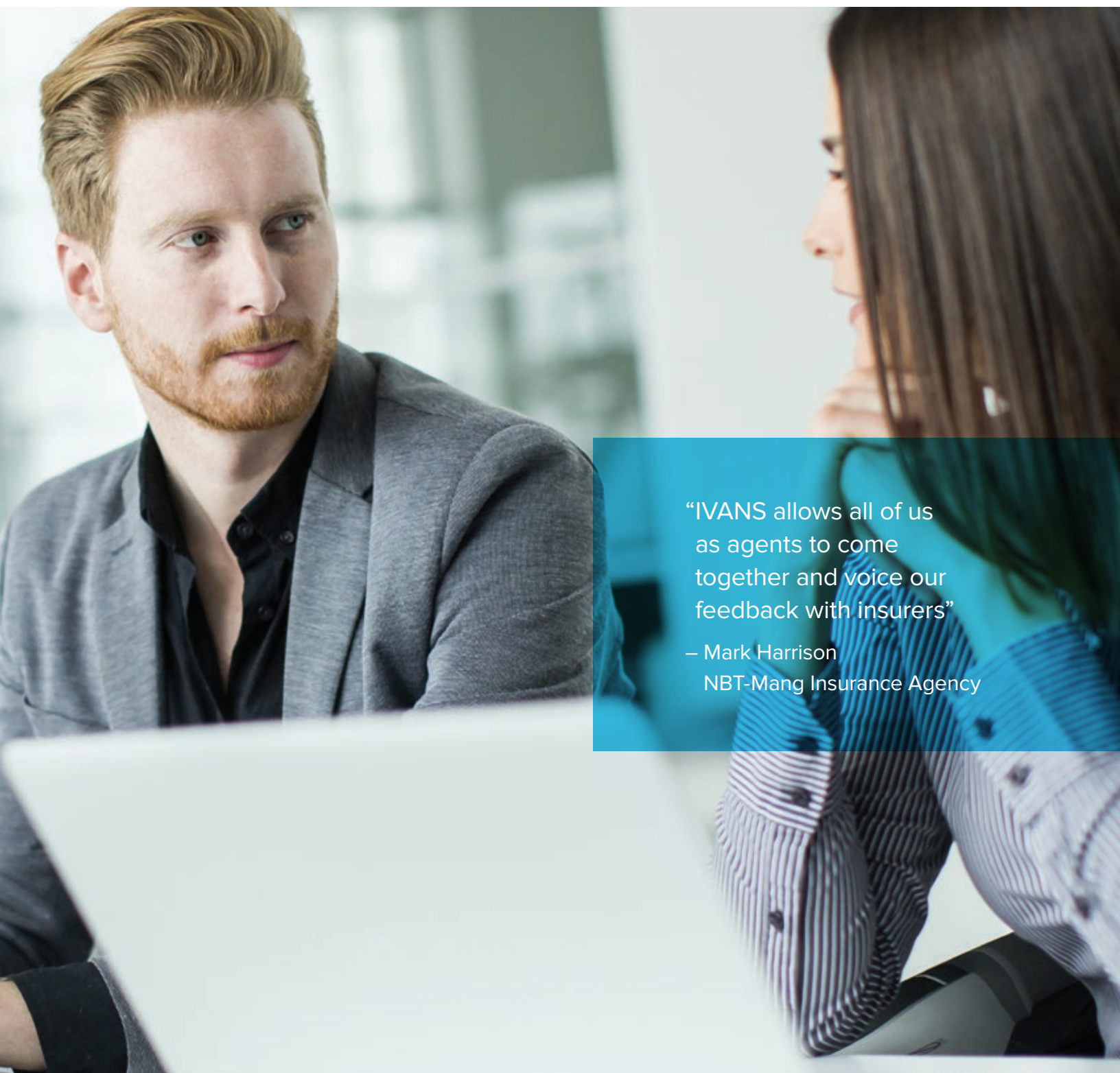
- > Increases visibility and access to new markets
- > Automates servicing throughout the insurance lifecycle
- > Integrates instantly into your management system and offers seamless workflow processes

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

- > **Market Access.** Increase visibility and access to markets for new and renewal business.
- > **Servicing.** Automate the exchange of policy-related information with your insurer and MGA partners.




Grow your business through expanded insurer connectivity



“IVANS allows all of us as agents to come together and voice our feedback with insurers”

– Mark Harrison
NBT-Mang Insurance Agency

Market Access



More than 70% of agents surveyed have missed opportunities to place business because they could not find or access a market that would quote the risk.

Increase visibility and access to markets for new and renewal business.

Agencies require an automated way to quickly search market appetite for commercial risks and review expected premium renewal rate changes.

IVANS' network of more than 380 insurer and MGA partners extends opportunities for you to increase market interactions. Your business can instantly determine market appetite, understand premium covers, determine premium renewal rate projections and identify the best underwriters to contact for specific risks.

By providing a simple, automated solution to connect to markets and review industry insights, IVANS enables agencies to provide customers the best coverage and maximize profitable insurer and MGA relationships.



Core capabilities of digital distribution include:

- > **Market search:** IVANS expands appetite search beyond your current insurer and MGA partners, enabling your agency to find the best markets faster for your new and renewal business.
- > **Future growth identification:** IVANS allows you to identify the markets and lines of business targeted for future growth. Gain new appointment opportunities through proactive insurer and MGA engagement on these specific risk segments.
- > **Market trend insights:** Your staff gains visibility into the latest premium renewal rate change trends, so you can provide advice to clients on expected renewal rates while ensuring that insurers and MGAs are providing the best coverage for the premium rate.
- > **Integrated search workflows:** IVANS is accessed within your management system and online, keeping your staff in daily workflows.
- > **Appointed markets:** Your staff has the ability to indicate appointed markets, so your search results clearly indicate and rank your appointed insurer and MGA relationships by line of business.

IVANS enables your business to:

- > Match clients' risks with the best markets to provide a superior customer experience
- > Increase appetite visibility into appointed insurers and additional prospective insurer and MGA partners based on lines of business and products
- > Engage markets with the information you need to have the right conversations with the right people
- > Reduce dependency on historical, time-consuming methods of identifying insurer appetite

Automate the exchange of policy-related information with your insurer and MGA partners.

IVANS automates information exchange from insurer and MGA systems into your management system, resulting in the elimination of manual administrative tasks for significant time savings. Increased insurer connectivity via IVANS also ensures your agency has the most accurate policy information available for servicing.

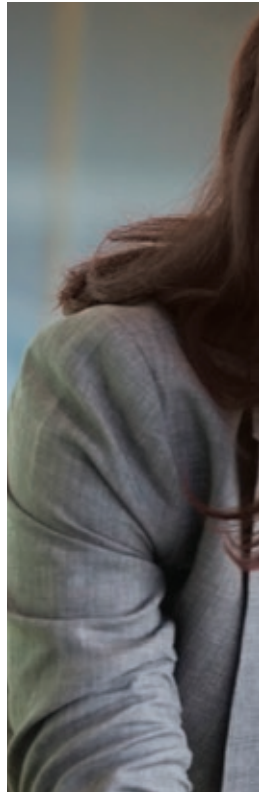
IVANS enables your agency to seamlessly view, manage and increase insurer and MGA connections and download usage. Communicate directly with insurers about the download connections that match your business needs so you can maximize new download opportunities and increase connectivity with your insurers and MGAs.

Core capabilities of automated servicing include:

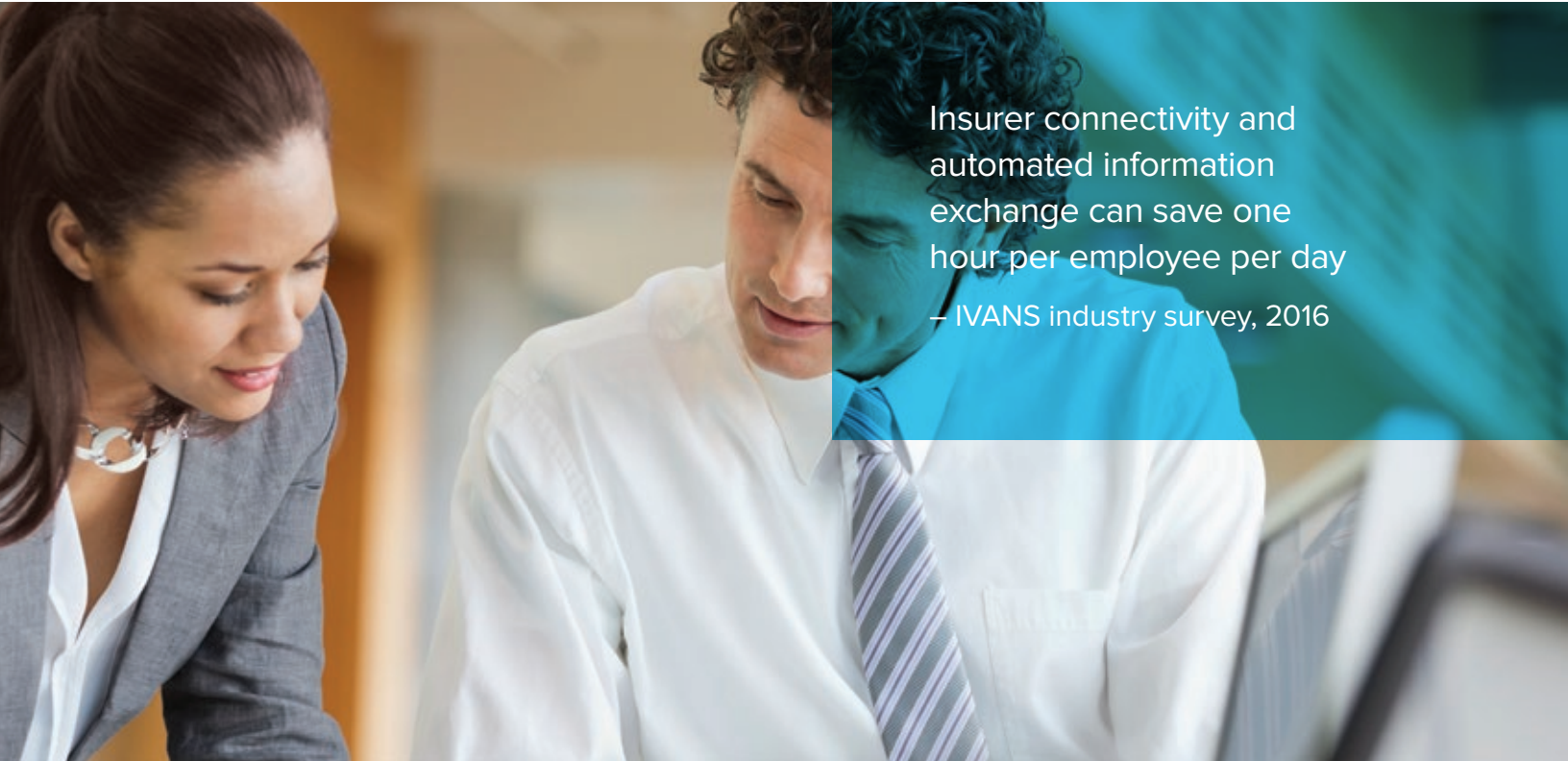
- > **Insurer download connections:** Quickly view and manage current and new insurer and MGA download connections and stay up to date with the latest industry news through a single online exchange. Leverage IVANS for a comprehensive view of your current and potential download activity and a simpler way to manage your download connections.
- > **Download transactions:** Automate the exchange of critical policy information with insurer and MGA partners to ensure that accurate information is instantly available throughout underwriting and servicing.
- > **Inquiry:** Securely retrieve insurance company account status information, including billing, claims, policy and loss run, directly within your agency management system at exactly the time you need it.

IVANS enables your business to:

- > Expand connectivity with your insurers to drive higher agent productivity and provide better service to your clients
- > Work within a single data exchange workflow and system for multiple insurer and MGA connections
- > Access a complete view of your current and potential download activity to maximize new download opportunities
- > Boost operational efficiency and reduce time spent manually managing tasks with automated servicing
- > Increase data accuracy and minimize E&O with policy information synced directly between insurer and MGA systems and your agency management system



Automated Servicing



Insurer connectivity and automated information exchange can save 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 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 agencies, insurers, MGAs 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 connected insurer experience with IVANS by calling 855-233-9128 or visit ivansinsurance.com today.

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