

Digital distribution
and servicing.

Differentiate your
business from your
competitors for
greater success.





Transforming the business of insurance

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 Wholesalers, MGAs, MGUs, and program administrators to build the omnichannel distribution strategies required to drive profitable premium growth in the digital era.

Today's MGAs need to evaluate digital technology that automates and expands distribution and servicing of products throughout the insurance lifecycle.

By connecting to agencies through integrated channels, MGAs can get in front of more retail agents looking for niche and localized products to increase premiums.



Digital Distribution

MGAs require an automated way to instantly communicate product information and reach new agencies looking for their niche business.

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

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

Core Capabilities

Appetite communication

Instantly communicate your appetite to retail 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 retail 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.

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

Source: Accenture

IVANS digital distribution 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.



Automated Servicing

Automate the exchange of policy-related information with your agency partners to set yourself apart from your competitors and provide an insurer-level of service.

Eliminate time and cost spent individually mailing policy documents while increasing ease of doing business with your agency partners.

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

Agency Download Connections

Operate within a single, open platform for the daily exchange of information to your agency partners. Leverage IVANS to proactively manage current and potential download connections and activity with retail agents, as well as 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 retail agents. Instantly deliver policy-related information, including billing notifications, reinstatements, and Dec pages, directly into agency management systems.

Agency-MGA connectivity and automated information exchange can save one hour per employee per day

Source: IVANS industry survey, 2017

IVANS automated services 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 retail 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.



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.

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