Program Business-Specific Policy Administration

quicksolver™

- Cloud delivery
- .NET architecture
- Always up-to-date ISO, NCCI and state-specific bureau content
- 50 states
- All lines
- Company-specific content management
- Self-service product and program configuration
- Seamless connections to downstream systems
- Easy access to business critical policy data, driving actionable insight

When Every Second Counts
How quickly can you turn?

Whether you're a carrier, a reinsurer, an MGA, or an MGU, you know that the fastest way to get and stay competitive in today's Darwinian economy is to differentiate your business. Going after niche markets is one way smart companies can take advantage of greenfield opportunities and realize huge returns—despite a crowded marketplace. Unfortunately, pouncing on identified opportunities hasn't proven to be as easy as it should be for companies hoping to capitalize on specialty markets. While enterprise-wide legacy applications often can't accommodate bringing up new insurance products quickly, the promises of "do-it-yourself" toolkits are bleeding companies dry.

From a technology standpoint, it doesn't seem like that far of a stretch to take an existing product, make a few changes, and have a brand new program in your system, leading the charge of revenue generation. Unfortunately, most policy administration systems weren't built to accommodate those simple changes and rapid innovations the niche market demands. In fact, twisting and turning existing coverages and products into game changing programs likely wasn't even a consideration when most of your in-house legacy policy administration systems were developed, selected, and implemented. As a result, capitalizing on your programs already in market— programs live in your system today— isn't an option. In fact, it's next to impossible in a legacy environment, without totally reinventing the wheel.

While the business clashes with internal IT to try to bring new products to life, the problem isn't IT's budget or even their backlog; **it's that traditional policy administration systems aren't made to move fast.**

> "Speed to market was absolutely critical for us in choosing new policy administration software. We needed a cloud based system that got us up and running with our new insurance programs in a few short weeks and Instec was our first choice to help us do that."
>
> *Steve Fitzpatrick,*
> *President and CEO,*
> *Glencar Underwriting Managers*

instec

SPIN UP OR SPIN DOWN, IN AN INSTANT

Quicksolver was built specifically for companies that need to move fast. It brings accessible speed to market to companies of all sizes, is endlessly scalable and extensible, and boasts the industry's lightest IT footprint. Available in the Cloud or on premise, Quicksolver's unique delivery methodology keeps your infrastructure costs to a minimum, and frees up your IT resources for bigger projects.

Embedded bureau content and the ability to house and manage company-specific content gives you always-accessible floor plans for future new product and program build-outs. These building blocks of existing rates, rules, and forms gives you a significant head start for spinning up proprietary products and programs so you can own whatever niche market you have your eye on. It's the key behind industry-leading speed-to-market, effectively eliminating costly rework associated with starting from scratch.

"The configuration tools are a huge value add. Now, we can copy existing programs, make a couple of quick changes ourselves, and we can get this brand new product to market. Program X + a couple of coverages = Program Y. As we were adding programs, the speed to market kept getting better and better."

Mark Sundquist,
IT Manager, Meadowbrook
Insurance Group

CONTENT + SMART CONFIGURATION = TRANSFORMATIONAL POWER

Integrating smart configuration on top of a rich content library provides carriers, reinsurers, MGAs, and MGUs with the tools at hand to spin up new products and programs quickly, without the cost and drawn out implementation times implicit with toolkit applications. Looking to leverage existing talent and carve out new niche markets? Quicksolver can help you scale profitably, without adding to your infrastructure or underwriting budgets.

WITH QUICKSOLVER, YOU CAN:

- Pick and choose which bureau rates and rules to use from an always up-to-date content library
- Select and configure rating factors
- Add and manage company-specific coverages, class codes, and forms to the content library
- Select and define rating algorithms from a host of common patterns
- Set default values and modify list options to meet company-specific underwriting guidelines
- Develop new custom products quickly
- Empower users with interview-style step-by-step instructions
- Get into profitable markets and out of unprofitable ones faster
- Connect to and power adjacent business critical systems with Quicksolver policy data

Unlike traditional policy administration systems that require a high degree of custom development and vendor-led configuration, Instec's Quicksolver combines out-of-the-box ISO, NCCI, and state-specific content with the ability to host and manage company-specific content. This inherent rich library of rigorously maintained content alongside advanced rate, rule, and form configuration options, made even more accessible by interview-style, step-by-step instructions has dramatically reduced implementation times, abbreviated time to market, and negated companies' overt reliance on overburdened and under-resourced top talent. Quicksolver users are now squarely in the driver's seat to spin up highly differentiated products and programs, faster than their competition, and faster than ever before.

Never start from scratch again. Ever.
We're ready. Are you?

Proud to power the niche market since 1982

Instec delivers best-of-breed rating and policy administration solutions to P&C commercial lines insurers, MGAs, MGUs, and the solution providers that serve them. Our products are highly configurable, .NET based, and are built on the backbone of rich advisory insurance content, delivering unsurpassed speed to market while helping companies maintain compliance. Since 1982, Instec has empowered insurers and general agents to create highly specialized insurance products, go to market quickly, and scale with a minimal IT footprint. To learn more, visit www.instec-corp.com.

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