

# Why Instec?

“Thanks to the new efficient solution from Instec, clients have access to web portals that allow them to underwrite, rate, quote, bind and bill using web services, just like we all shop online for products and services every day. Together, Instec and MIS are making insurance simple.”

**Kris George,**  
President, MIS Insurance Services

## Challenge

- Develop an easy-to-use, web-based application to quote and bind workers' comp and general liability policies
- Integrate with premium finance, online payroll forms, payment and billing systems
- Maintain continuous compliance with regulations across all states

## Solution

- MIS web-based FasQuote collects data needed to quote and passes ACORD xml to Instec web service
- Instec software calculates rate and returns premium value to FasQuote
- When prospect accepts quote, FasQuote sends data to policy admin system to issue policy

## Results

- Average quote time of two minutes or less
- Overall conversion ratio (quote to bind) of over 44% across all states and classes
- Superior user experience, aligned with producer's business process



### **MIS Insurance Services**

offers business process outsourcing (BPO) and business technology outsourcing (BTO) services to carriers, program managers and managing general agents. Through its customizable web applications, built on best-of-breed rating and policy administration systems, MIS provide its clients with the ability to underwrite, rate, quote, bind and bill through a simple web interface.