

Why Instec?

“We wanted a best-of-breed rating system because rating is the heart of the business. We chose Instec for its accuracy, bureau-compliant rating, and for its ability to interface with web services and integrate easily with our CRM-based submission management system.”

Joseph McGurkin,

Vice President of IT, Pennsylvania and Indiana Lumbermens Mutual Insurance Companies

Challenge

- Replace outdated DOS- and spreadsheet-based rating systems
- Eliminate time lost and errors introduced by re-keying data from quotes into policy documents
- Automate workflow from rating to policy management

Solution

- PLM/ILM’s CRM-based submission management passes prospective insured’s data to Instec rating engine, configured with PLM rates, rules and forms
- Instec rating engine calculates rate and passes premium value back to PLM/ILM quote system
- PLM/ILM quote system automatically creates illustrated four-color proposal

Results

- Improved data quality and boosted productivity 25-30% by sharing data across systems
- Standardized rating procedures across lines of business create easier staff transitioning and training
- Created competitive advantage through professional and comprehensive proposals and accelerated turnaround of quotes



Pennsylvania and Indiana Lumbermens Mutual Insurance Companies (PLM/ ILM)

have each provided specialized coverages to the lumber and woodworking industries for over 100 years, expanding to include building material dealers, sawmills, manufacturers, and distributors nationwide. Today, PLM and ILM have joined forces to meet the unique needs of its growing family of over 6,000 policyholders through its broad range of coverages protecting every aspect of its customers’ businesses.