

Digital distribution
and servicing.

Grow your
business through
the independent
agency channel.







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 insurers to build the omnichannel distribution strategies required to drive profitable premium growth in the digital era.

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

By connecting to agents through integrated channels, insurers can optimize relationships and increase premiums.



Digital Distribution

Insurers require an automated way to instantly communicate product information, digitize submissions and generate new business opportunities via independent agency distribution channels.

IVANS' network of more than 33,000 agency partners extends opportunities for you to expand digital marketing and distribution of your insurance products to the right agents. Your business is able to instantly communicate appetite to agents, automate quoting and digitize submissions.

IVANS enables insurers 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 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 agents.

Automated Submissions and Quoting

Expand quote distribution to agents through multiple online and integrated channels, including agency management systems, comparative raters and other distribution technologies. Leverage IVANS existing connectivity infrastructure to instantly broaden your agency network without having to spend additional time and resources configuring digital connections.

Data Insights

Compare your commercial distribution activity with the industry. Discover insights you would not have access to within your own data set. Receive insights on appetite views and submission details to drive product strategy decisions.

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.



Make data-driven decisions and maximize return on investment.



More effectively market products through automated appetite communication.



Increase product visibility during the quoting process.



Eliminate time and expense configuring, managing and maintaining multiple rating connections.



Automated Servicing

Automate the exchange of policy-related information with your agency partners

Efficient data exchange is critical for insurers to effectively service the independent agency and MGA distribution channel.

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 agency partners. Leverage IVANS to proactively manage current and potential download connections and activity with agents, as well as agent 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 agents.

Inquiry and Lookup

Leverage an end-to-end integrated solution to create and manage on-demand agency policy inquiry. Instantly receive, process and respond to agency policy, billing, claims or payment requests directly between agency management systems and your policy administration system.

Insurer connectivity and automated information exchange can save an agency over two hours per employee per day.

Source: IVANS industry survey, 2020

**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
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 35 years, IVANS innovation and expertise have connected more than 33,000 independent insurance agencies and 430 insurer and MGA partners to enable millions of people to safeguard and protect what matters most in people's lives.



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