

OVERVIEW

Sikich is a national consulting practice with key practice expertise in the Insurance sector.

Sikich has provided consulting services for over 180 Insurance Carriers, Agencies, and Wholesale Distributors and has developed a unique Point of View on how Insurance companies can generate new business as well as increase client retention.

MARKET CHALLENGES:

Insurance Carriers, Agencies and Wholesale Distributors are facing many disruptive changes in the market today.

- Shifting Customer Expectations
- Declining Margins
- Growing need for technology
- M&A Consolidation
- Aging Workforce

INDUSTRY SOLUTIONS:

Agencies and Wholesale Distributors need to bridge Front, Middle and Back End systems to work more effectively with Carriers and Policyholders by:

- Providing a 360 view of the customer through bi-directional system data flows between systems
- Increasing agent and carrier collaboration to improve customer service
- Providing Next Best Action automated process to help identify cross sell and upsell opportunities
- Administering renewal workflows help to increase client retention

SIKICH INSURANCE ACCELERATOR:

- Allows Agencies and Wholesale Distributors to track submissions by Agency
- Allows for the tracking the submission process from Underwriting, Quoting, Binding, and Sold, using Opportunities. Submissions can be routed to Underwriters based on rules such as LoB or Policy type
- Submissions can be linked to the Quoted Carrier
- Renewals and Cancellations can also be tracked
- Commissions can be entered and tracked. Automation is setup to auto calculate the commission, if pre-defined commission rates are available, by Carrier, or even Agency. The Commission rates can be further segmented by LoB, State or other parameters.
- Metrics can be calculated to show the volume and success rates of Submissions by Agency, LoB, and other segmentations

"We engaged Sikich to convert from Tech Canary to Veruna, while delivering a wide range of customizations to provide process efficiencies, goal and performance tracking, accounting automation, and analytics. Real time integration between Salesforce and our third-party rating system allows quotes to be generated in real time within Salesforce. We have achieved **an** increase of 10% (and growing) in underwriting efficiency per **underwriter**. Automation has enabled greater efficiency to manage policies and the renewal process. This improvement has provided a 30% increase in renewal efficiency per underwriter."

Evolve MGA
Anthony Howley COO



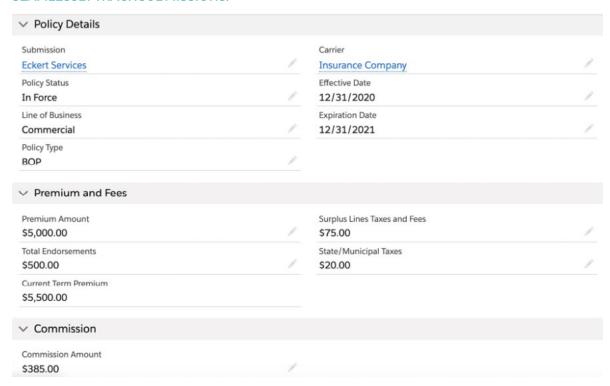
Financial Services

Examples on next page...

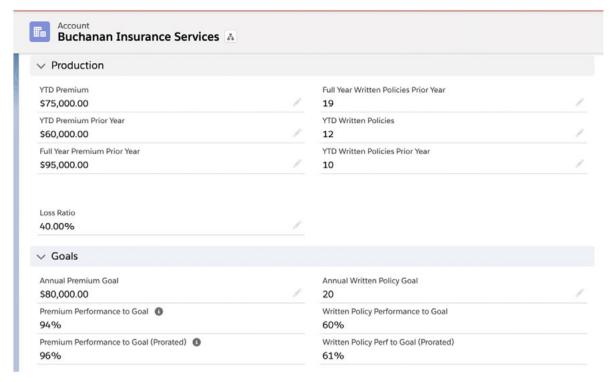
SIKICH INSURANCE POV



SEAMLESSLYTRACK SUBMISSIONS:



EFFORTLESSLYTRACKS AGENCY OR AGENT PERFORMANCE:



Take advantage of everything Sikich can bring to your Insurance opportunities. We are here to help. Reach us anytime at 877.279.1900, email us at info@sikich.com or reach us on the web at https://www.sikich.com/contact-us/.