

## Insurance Underwriting Brief

# HOW TO OPTIMIZE YOUR UNDERWRITING PROCESS

### IS APPLICATION PROCESSING AFFECTING YOUR BOTTOM LINE?

- Are paper-based and manual processes slowing you down?
- Are you forced to re-key data and inadvertently introduce errors?
- Is applicant due diligence burdened by the need to access many disparate systems?
- Are you losing customers because you're slow to respond?
- Can you monitor throughput and agent performance?
- Are agents frustrated with lack of visibility across the underwriting process?

### Get over underwriting hassles with Software AG

Transform your underwriting process into an accurate, efficient business engine that delivers competitive advantage.

Our Business Infrastructure Software automates underwriting tasks and integrates data capture and validation across systems—reducing errors and speeding up cycles. You gain real-time visibility into the end-to-end underwriting process and can even monitor and measure performance metrics to make improvements anytime.

Count on Software AG to help you:

- Streamline underwriting by reducing manual work
- Cut underwriting cycle times and costs
- Decrease leakage to increase profitability
- Retain agents by leveraging software that simplifies their work
- Process more applications faster and accurately

Discover why more than 200 insurance companies rely on Software AG to run their business better every day.



*From 18 days to just three hours*—American Community Mutual

Insurance Company automated underwriting with Software AG and now can turn around an application in one day.



*Nearly \$1 million saved*—American Fidelity Assurance

saved more than \$400,000 a year on policy underwriting and \$490,000 a year on forms distribution costs by using Software AG technology.



## REAL SOLUTIONS FOR YOUR UNDERWRITING CHALLENGES

YOUR CHALLENGES	SOFTWARE SOLUTION	HOW YOU BENEFIT
Manual and paper-based processing creates delays, errors and extra work Need to re-key data multiple times	<b>Straight-through processing:</b> Use the webMethods Business Process Management Suite (BPMS) to automate system steps with guided human interactions	Reduce underwriting leakage Process applications faster Reduce errors and cut cost
No visibility into underwriting process Inability to monitor agent performance Agent frustration and turnover	<b>End-to-end transparency:</b> Use webMethods Optimize for Process for end-to-end visibility into the process, from policy submission, discovery and validation to evaluating risks and issuing the policy	Dashboards provide real-time insight into cycle times and agent performance, and reveal opportunities for improvement Make more accurate decisions Keep agents satisfied to increase retention
Compliance either manually enforced or delayed by IT ability to update systems	<b>Automated risk analysis:</b> With webMethods BPMS, business users can make changes to business rules quickly to meet new regulatory policies and business requirements	Mitigate risks Minimize underwriting loss Speed time to market
Lack of integration across internal and external systems causes delays, data re-entry and increase in errors	<b>Proven integration platform:</b> Use the webMethods Enterprise Service Bus (ESB) platform to integrate key systems, such as CreditCheck, DMV, CLUE and Medical Information Bureau databases	Achieve single point of access—even when many systems are involved Ensure your IT infrastructure scales and grows as requirements change
Existing systems can't keep pace with new requirements—hinders getting new products to market  Can't empower agents and customers by offering self-service capabilities	<b>Modernization:</b> Use the webMethods Application Modernization Suite to leverage business rules in existing systems in new browser-based applications. Build rich Web 2.0-based apps with webMethods BPMS	Reduce time-to-market and speed entry into new markets  Create self-service portals quickly

### GET THERE FASTER WITH SOFTWARE AG

Specialized vendors concentrate on specific underwriting point solutions. Large suite vendors lack depth of capability, the ability to leverage existing IT assets and provide seamless integration of suite components.

Software AG is different. Our Business Infrastructure Software helps you automate the end-to-end underwriting process, integrate data capture and data validation, and monitor performance metrics—increasing the accuracy and speed of underwriting policies.

Learn more about our capabilities to improve your underwriting process at:  
[www.SoftwareAG.com/US/Underwriting](http://www.SoftwareAG.com/US/Underwriting)

Get details on how to optimize underwriting with Software AG.

Register for a Software AG Business Case Accelerator at:  
[www.SoftwareAG.com/US/Underwriting/BCA](http://www.SoftwareAG.com/US/Underwriting/BCA)

Take the next step to get there – faster.

#### ABOUT SOFTWARE AG

Software AG's 4,000 global customers use our software to improve business processes and drive an agile IT infrastructure. Our customers' goals are to reduce costs and increase flexibility and efficiency. We help them do this by optimizing and governing their operations and aligning IT with the business goals.

Our leading Business Infrastructure Software portfolio is used for data and system integration and modernization. It fosters new levels of IT agility through SOA and allows the rapid creation of new business processes with BPM.

Our 40-year history of success ensures our customers have a reliable platform for driving future business results – faster.

**Software AG – Get There Faster**

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