




ventiv ▶
TECHNOLOGY

The
BROKERS PLAYBOOK
Using Data to Win & Retain Clients



Attract and retain clients in an ever-changing market with the power of technology.

In today's rapidly changing insurance market, technology is integral for brokers to help your clients measure and manage risk and capital, improve performance, provide actionable insights, and create sustainable competitive advantage.



Interact with data conversationally and identify trends quickly with automated analytics.

Ventiv's analytics, data discovery, and reporting tools are not only the market's most powerful—they're also the most user-friendly. Smart data discovery, automated predictive analytics, and cognitive capabilities enable you to interact with your clients' risk, claims, or safety data conversationally. If you need to spot a trend quickly or your team wants to view insights in a dashboard, Ventiv has you covered.

- » Integrated third-party data provides a holistic view of the business challenges you're trying to solve.
- » Automated visualization puts data connections into a more tangible context.
- » Pattern detection highlights previously undetected claim drivers.
- » Map-based geospatial analytics adds the context of timing and location to traditional data.
- » Concise video summaries show how you arrived at your conclusions and detail the next steps.



Visualize events and trends at property locations within the context of recognizable maps.

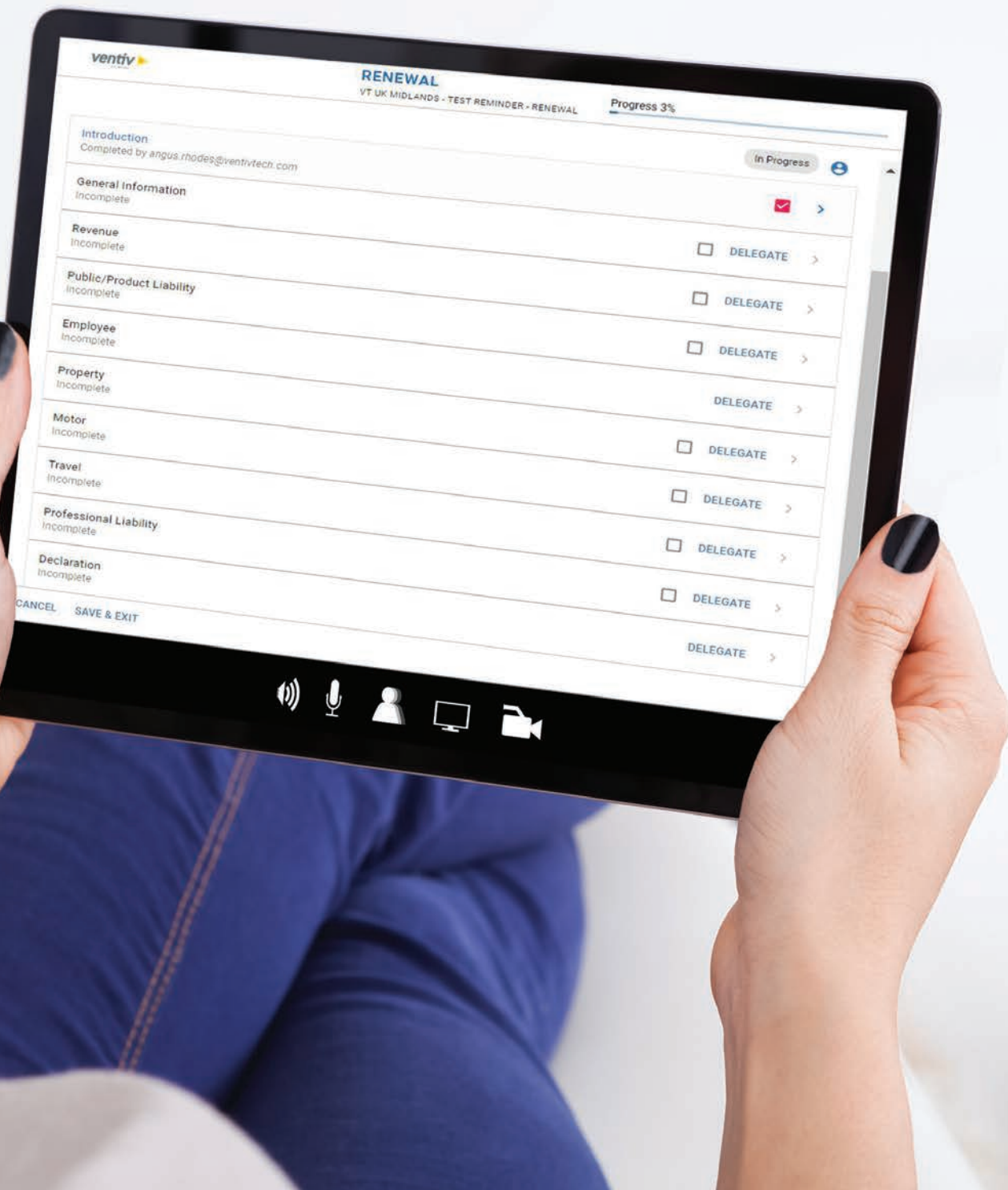
Geocoding is the process of converting street addresses into geographic coordinates (latitude and longitude). Geographic context allows risk managers, insurers, and underwriters to gain insight into the potential hazards associated with the locations of properties.

Ventiv's geocoding technology pinpoints precise geolocation. Rather than classifying multiple properties in the same area similarly by default, you can identify risk for each property individually. When properties are evaluated on an individual basis, you can make decisions based on quality information.

Geospatial analytics broadens general awareness by providing historical perspective and predictive insight. By adding the context of location and timing to traditional data, you can create maps to highlight trends and patterns that are often hidden in spreadsheets such as proximity, distance, affiliation, and contiguity. When events and trends are seen within the context of recognizable maps, they're easier to understand—and act upon.

Identify “jumper” claims early and mitigate costs with preventative action.

“Jumper” or “sleeper” claims account for 40% of the \$60 billion paid each year for workers’ compensation benefits. Ventiv’s predictive analytics capabilities integrate multiple sources of both internal and third-party data to predict how a claim is likely to unfold. With this insight, claims consultants can quickly identify claims that have the potential to “jump.” Additionally, they can take proactive steps to mitigate costs earlier by allocating the appropriate resources and implementing preventative measures.




Save time managing renewal data and focus on getting the best terms and premiums.

Clean, accurate, and comprehensive data is the foundation of successful commercial insurance renewal submissions. The Ventiv solution dramatically simplifies and streamlines the renewal-management process while improving the values submitted. Spend 60% less time gathering and managing renewal data while focusing on getting the best terms and premiums in the hardening market.



Gain complete insight into policies and insurance programs and discover any gaps or overlap in coverage.

A holistic approach is essential to managing policies and insurance programs. The Ventiv solution enables brokers to conduct a policy audit of your clients' insurance policies, including premiums, limits, conditions, loss ratios, aggregate erosion, premium flows, and insurer exposure. Analytics provide insights on premium expenditure and help identify opportunities for coverage optimization or gaps. This information can be combined with insurer ratings to manage counterparty exposures, especially for your clients' legacy programs.

A man with a grey beard, wearing a plaid shirt and an orange safety vest, is looking down at a white tablet computer. He is standing in a construction site, with a blurred background of scaffolding and structural elements. The lighting is bright, suggesting an outdoor or well-lit indoor environment.

Reduce risks and hazards with a proactive approach to property management.

Improve the management of your loss control programs through a central repository of risk engineering survey results. Manage the progress of recommendations, track temporary impairments, and establish a more proactive approach to property management by reducing risks and other hazards. Capabilities include:

- » Survey collaboration and management between risk engineer, client manager, as well as the insurer.
- » Management of recommendations progress with the assignment to a local responsible party with direct status updates.
- » Centralized document management including survey reports, building plans, CAD drawings, engineering reports, and flood maps.
- » Automated survey scheduling based on the risk profile of each location and the last survey date.
- » Link to investigations, audits, and assessments.



Determine market risk more effectively with a powerful data processing system designed for the business needs of insurers and insureds.

Consolidated, easy-to-analyze data makes the job of your actuaries more effective and efficient in determining market risk. Recognized as the most powerful data processing toolset available on the market, we process more than 25 million records each month to help our clients collect, manage, share, and analyze risk data. We have intimate knowledge of the specific layouts, data integrity standards, and business needs of insurers and insureds.

Our team will work with you to develop layout definition and automated procedures based on your specifications in the following areas:

DATA CONSOLIDATION

- » Consolidate unbundled claim data from TPAs and carriers into a single standard layout that is loaded into your internal databases.
- » Manage the receipt of data from the TPAs and carriers on your behalf and inform you when data has not been received, including any discrepancies in the data.

DATA ANALYSIS

- » Create detailed queries and schedule business intelligence reports, including cross-client or individual client benchmarking.
- » Integrate information from any internal system, such as policy and financial transactional data, to support actuarial, enterprise, and underwriting reporting.

INFORMATION DISTRIBUTION

- » Distribute standard or customized reports on an automated, scheduled basis in several varied formats.
- » Allow internal and external clients to view records securely, based on their security level.

Ventiv Technology's Risk and Insurance Software Solutions

Ventiv IRM™

Improve and simplify the evaluation, mitigation, and monitoring of risk. Stay ahead of changing expectations with powerful built-in analytics, business intelligence, and reporting.

Ventiv Claims™

Promote optimal claim outcomes and reduce costs. The most feature-rich, core-administration solution empowers examiners to focus completely on claim resolution.

Ventiv ELM™

Empower attorneys and claim examiners to collaborate and resolve litigation and associated claims in the most appropriate, cost-effective manner.

Ventiv Policy™

Streamline every policy process, from underwriting to renewal. End-to-end policy administration reduces costs and improves service to agents and insureds.

Ventiv Analytics™

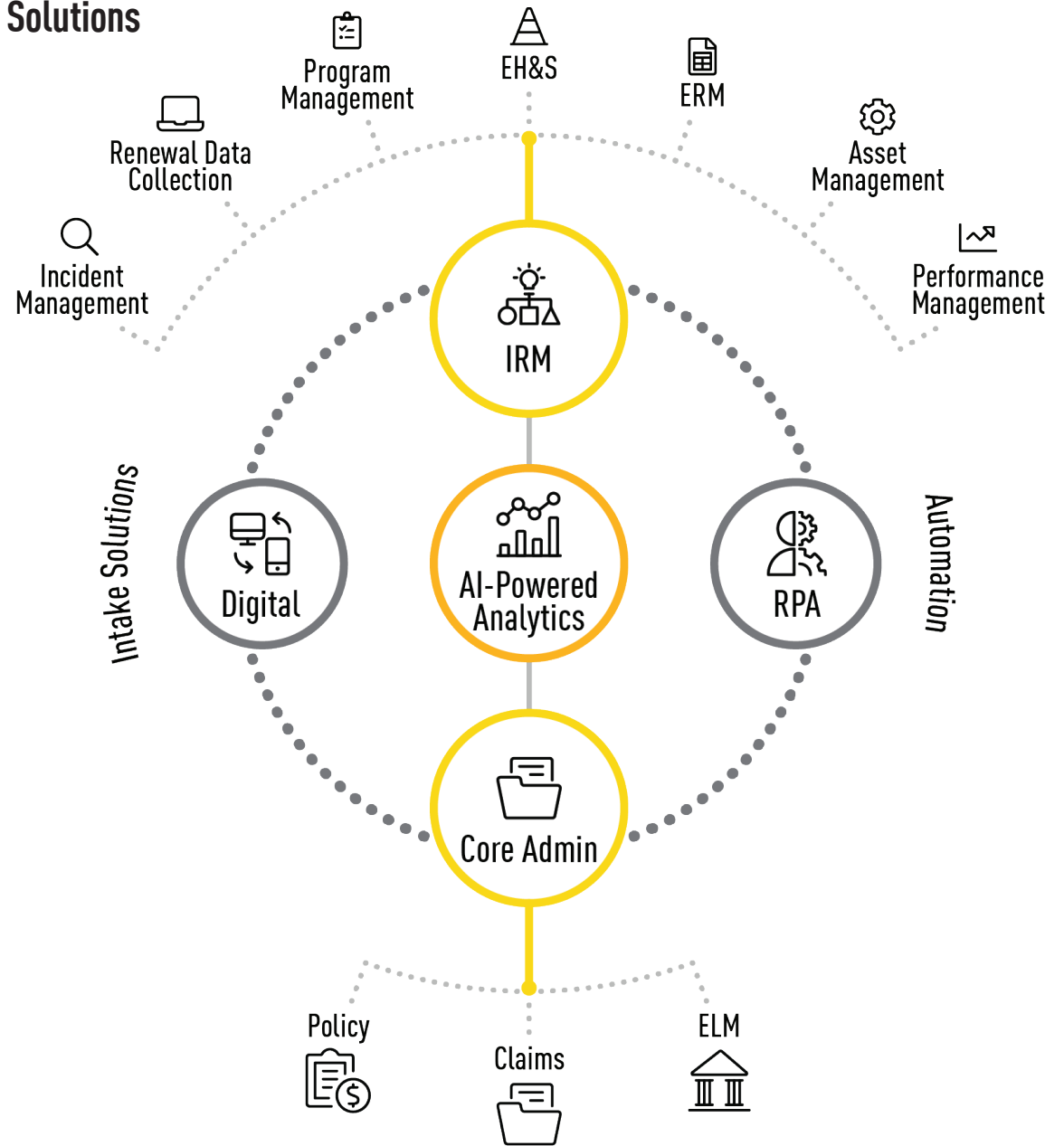
The most advanced analytics, reporting, and data discovery platform empowers you to make data-driven decisions that generate optimal outcomes.

Ventiv Digital™

Enterprise data intake with powerful mobile capabilities. Supports any risk, insurance, or claim process that requires notifications, requests for information, or assessments.

Ventiv RPA™

Ventiv Robotic Process Automation (RPA) automates manual processes, integrates disparate applications, and frees staff to perform higher-value functions.





Let's talk.

Ventiv Technology helps organizations achieve clarity and efficiency through optimal management of their risk and insurance programs. We provide award-winning business software solutions, designed with and for our clients. Ventiv strives always to put our clients at the center of everything we do.

www.ventivtech.com/contact