Vertafore

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A need for speed

The MGA guide to increasing efficiency
with the right management system

If you're like many MGAs, you know these roadblocks all too well:

After going through the steps to clear, quote, bind, and invoice a submission, the process has taken so long that you feel like you're falling behind the competition

Accounting for specialty insurance businesses can be complex — and complexity usually isn't correlated with speed. Diligently keeping track of producer commissions, individual agency commissions, fees, and more is essential, but your current accounting method can feel inefficient at best
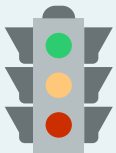
A claim comes in, but it's difficult to track using your existing system. Ensuring there are no irregularities or fraud concerns takes extra, time-consuming effort and slows down the whole process

Managing your MGA is no Sunday drive. Handling your underwriting, claims, accounting — and the roadblocks that often come with them — can make each day feel like a race to get it all done.

It doesn't have to be that way. Instead of feeling like you're stuck driving the same track over and over without getting ahead, the right management system can make your processes more efficient — and help you finally win the race.

What capabilities do you need?

To beat the competition, you need technology to handle critical areas of your business that can often slow you down:

Accounting

You wouldn't buy a car that can only go 45 miles an hour, so why would you choose an accounting solution that doesn't have top-class performance? Your accounting system should offer you the ability to manage all aspects of premium accounting, invoicing, and full financial reports between many partners with ease.

Claims

When your claims system is fast and accurate, your customers and employees alike will be cheering from the stands. Your process should help you create, manage, and pay claims; keep track of reserves; assign professionals; prepare checks; and more — pronto!

Flexibility

Your business is unique and you need the freedom to utilize the technologies that are best for your business. Rather than try to use a single all-in-one system that does everything you need badly, you need a management system that provides integrations with products that give you the best capability of their type. Like a good pit crew, your integrated technologies work together to help you succeed.

Underwriting

Being able to quickly clear, quote, bind, and invoice is key to moving to the front of the pack. Your underwriting and broker management solution should help you effortlessly handle submissions and retail broker relationships and report on what matters most.
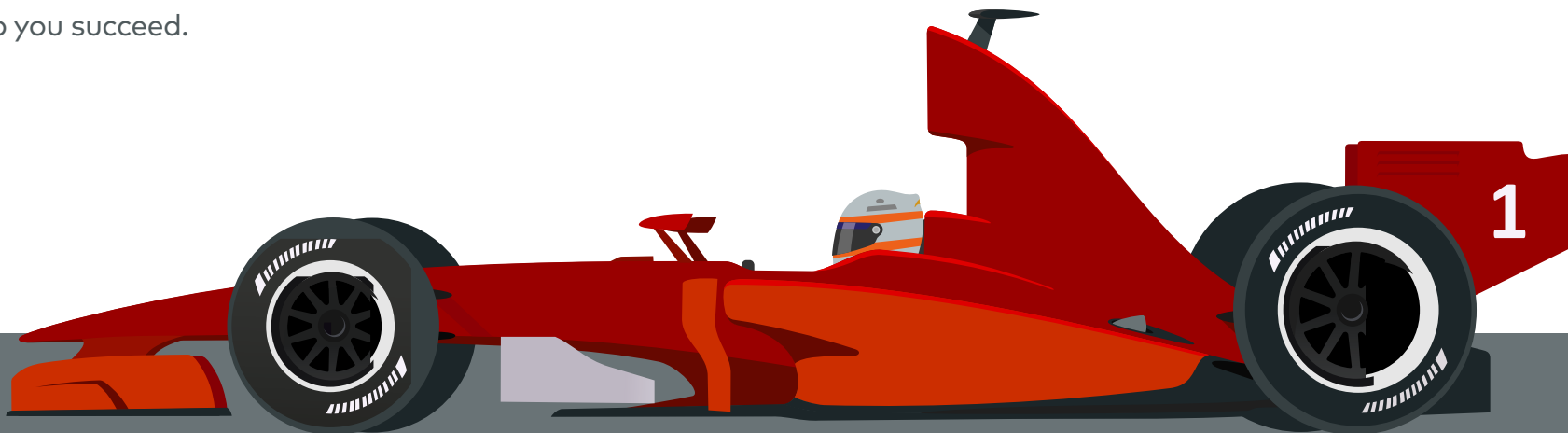
Your one-stop pitstop

A racecar doesn't work as well if all the parts aren't performing at their peak, and your company is the same way. You need a management system that combines solutions for all of these areas to truly meet your need for speed.

The answer? AIM.

Designed from the ground up for MGAs, MGUs, and wholesale brokers, AIM is the solution you've been waiting for to support your front-end activities.
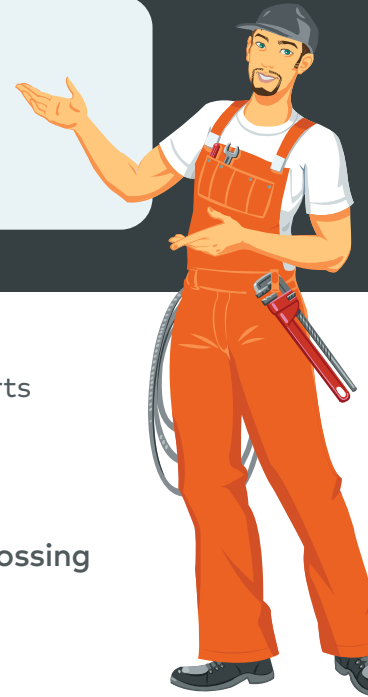
ACCOUNTING

AIM accounting is the gold standard in the industry. Emerge victorious against the competition with these key features:

- Track individual producer and agency commissions
- Create and export ACH files for bank transactions
- Generate detailed financial reports
- Calculate and automatically report surplus lines tax
- Process and close out month-end in real-time
- Email producer statements

UNDERWRITING AND BROKER MANAGEMENT

With AIM's underwriting and broker management capabilities, you can win the efficiency race.

- Manage submission activity
- Enter data once
- Create customizable production reports
- Track broker E&O and licensing

- Increase accuracy
- Generate automated bordereau reports
- Increase customer service capacity

CLAIMS MANAGEMENT

Handling claims in AIM will feel like crossing the finish line.

- Easily create, track, and pay claims
- Detect irregularities and fraud
- Secure payments
- Process subrogation claims

INTEGRATIONS

Customize your ride with best-in-class products.

- Work seamlessly with other Vertafore and partner solutions
- Utilize technology to help you with content management, connectivity, rating, and tax management
- Simplify and modernize your interactions across the insurance distribution channel

Speed up your customer service with Orange Partners

The Vertafore Orange Partner Program allows you to take advantage of complementary solutions through integration with Vertafore products. We're proud to announce that AIM now integrates with ClarionDoor's **CD MGA Hub** so you can offer an even better customer experience. An innovative, intelligent comparative rating platform that enables access to over 25 excess and surplus (E&S) carriers from a single portal, CD MGA Hub allows you to:

• Generate multiple competitive quotes in less time than it takes to get one from a carrier website

• Push quote data to carrier portals without having to rekey anything

• Discover market appetite instantly

• Advise clients with speed and accuracy

Integrating AIM with CD MGA Hub provides a simple and efficient interface for quoting new business. You can enter submissions once in AIM and leverage the carrier connections in CD MGA Hub for instant market appetite, comparative rating, and quote binding, enabling you to reduce quote and submit processing times and close business faster.

Together, these solutions deliver a seamless, best-in-class MGA distribution experience.

Crossing the finish line with AIM
Managing your business doesn't have to feel like a struggle to get ahead. With AIM, you can get up to speed, fly past roadblocks, and win the day.
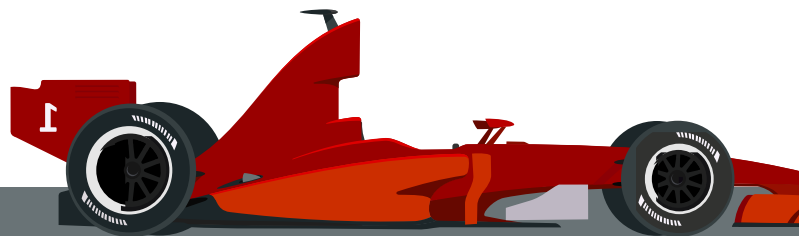
Ready to see AIM in action?
Check out our demo!

See the demo

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