

InsuranceOne™

A complete solution for Insurance Brokers powered by SAP Business One

InsuranceOne™ utilizes the power of **SAP® Business One** providing a complete solution for Insurance Brokers with successful implementations (eg LLOYD's Cover holder).

Insurance Brokers have a complete functionality including:

- Customer Relationship Management
- Underwriting
- Binders Management
- Policy Management
- Claim Management
- Agents and Insurance Brokers network management
- Product Development
- Business Intelligence and Bordereaux
- Document Management
- Outlook Integration



InsuranceOne™ add-on of **SAP® Business One** provides an affordable, comprehensive solution for managing your entire business – from sales and customer relationships to financials and operations. With **SAP® Business One**, small businesses can streamline operations, act on timely and complete information, and accelerate profitable growth.

Policy Management

Policy module manages the full sales life cycle of an insurance contract, from the initial quote, through rating and policy issuance, as well as a full range of amendment capabilities to the insurance policy, as follows:

- Proposals and Policies
- Policy Contract Administration
- Endorsements
- Automated Renewals

InsuranceOne™ administration system manages the production of policies, controlling the process by activating a series of process flows, workflows as well as data editing and validation. The process is tailored for each line of business, while providing a uniform look and feel to all users.

For simple risks, the policy administration system can be tailored to provide a 'Quick Quote' process, based on minimal data entry.

Product Manager

InsuranceOne™ Product Manager enables, product coefficient maintenance functionality and other tools. It is a first-class, comprehensive, insurance product-creation application tool.

Users are empowered with a tool for building insurance products.

The products can be packaged flexibly in a way that extends the suitability of the system to every insurance organization i.e. traditional carriers, direct writers, brokers, and other distribution channels.

Product Manager enables the implementation of differential underwriting, personalized rates/tariffs and other underwriting acceptance criteria.

Product Manager can maintain multiple product versions. When new rates or rules are published, a new version is created, so that conditions included in existing proposals and policies are retained as long as the policy is in effect.

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Claims Management

InsuranceOne™ claims management module provides full management of the claims reporting and settlement processes.

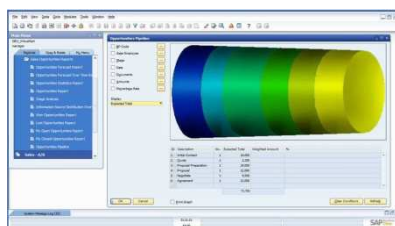
The functional strength of the system is primarily:

- Efficient and reduced claim processing time
- Increased processing capabilities of each claims adjuster
- Improved process control via integrated workflow and imaging
- Improved verification and accuracy over claim settlement
- Highly customizable claims process management & setup (claim statuses, documents etc.)
- Advanced claims security capabilities (authorization & authentication, population restriction)
- Apply Service Level Agreement (e.g. response time, claim fulfillment) according to product and or customer

Customer Relationship Management

SAP® Business One delivers comprehensive, helping to ensure total control of customer acquisition, retention, and profitability for your business. Tightly integrated features across marketing, sales, and service provide end-to-end visibility for the entire customer lifecycle.

Record every sales opportunity, from lead identification of the customer through discovery, qualification, proposal, closing, and after-sales service and support. You can even enter details of the opportunity, including the source, potential income size, closing date, competitors, and activities.



Sales Channel Management

It is very essential for Insurance Brokerage to be able to manage efficiently and effectively its Sales Channel (e.g. Brokers and Agencies).

Functionality includes:

- Manage Opportunity Pipeline at Agent and/or Agency level
- Define commission schemes according to product and channel strategy
- Broker and Agency bonus calculation
- Remote Access to all critical info for agents
- Evaluate performance of Brokers and Agencies

Financial Management

SAP® Business One delivers Financial Management functionality that enables your enterprise to be more efficient and more productive. Embedded functionality includes: budgeting, cash flow, Profit Centers, Accounting, Business Intelligence tools like dashboards, Crystal Reports and XL Reporter provide a clear view of your company.

About us ...

Alexander Moore (SAP Channel Partner) is engaged with SAP Business One since 2004.

We have develop important addons like: **SAPBo2Ecom** (integration with Joomla (VirtueMart) Ecommerce), Travel Management (integration with Amadeus and SABRE) and **InsuranceOne™**.

In our clientele are included some of the most leading companies like, όπως: Alstom, Campari, Endress+Hauser, BMW Hellas, Lalizas, Group Roullier, TUI Hellas.

