Increase Underwriting Efficiency Without Sacrificing the Art

Webinar: April 18 @ 11am EDT

Advisen's new Underwriting Framework combines proprietary loss data with new technology to speed up the review of potential red flags, turnaround renewals faster, and incorporate best practices.

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Today's Presenters

Zach Boggs
Client Experience
Manager

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  - Live demo
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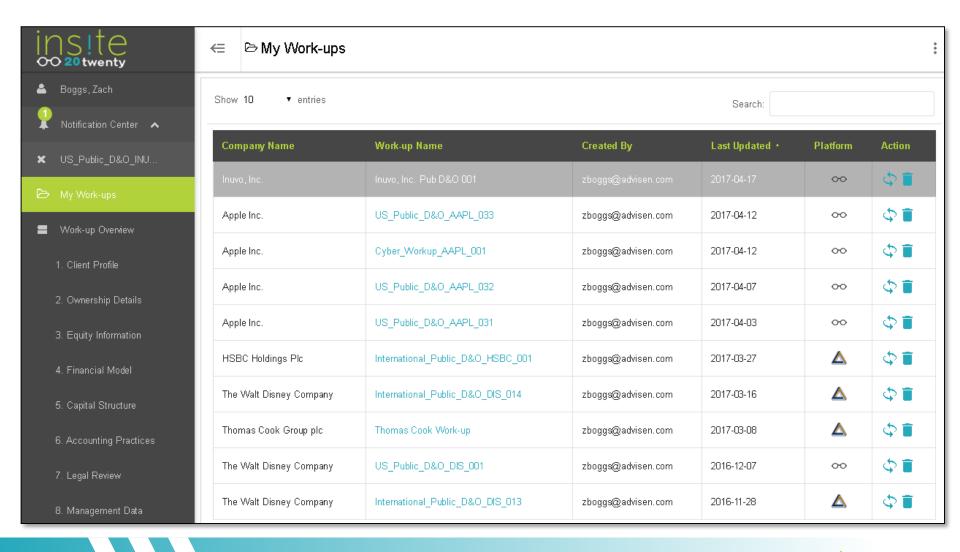
What is the Underwriting Framework?

What is Underwriting Framework?

- Tool to streamline the submission evaluation process
- Customizable Online Work-ups
  - Pre-populated insured data
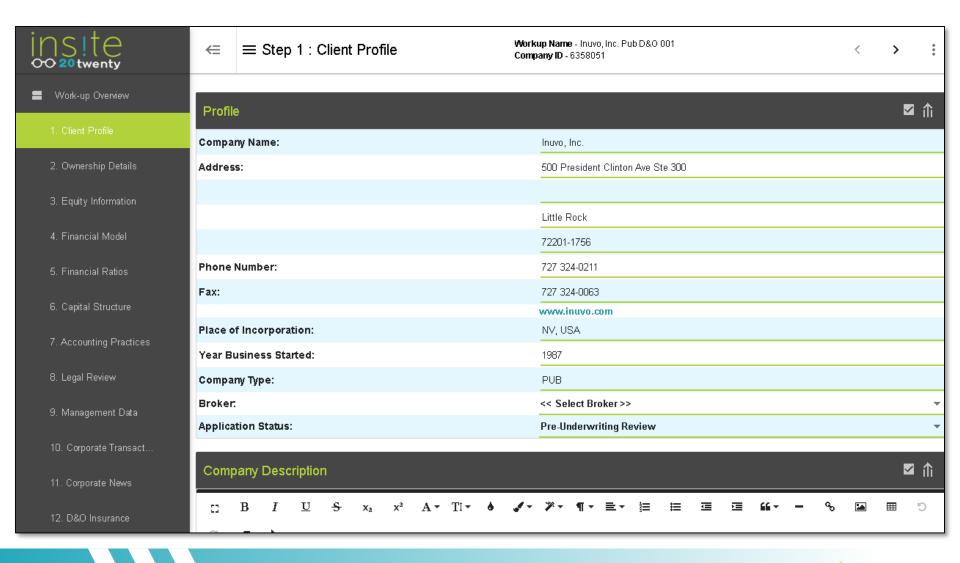 - Underwriter data and commentary
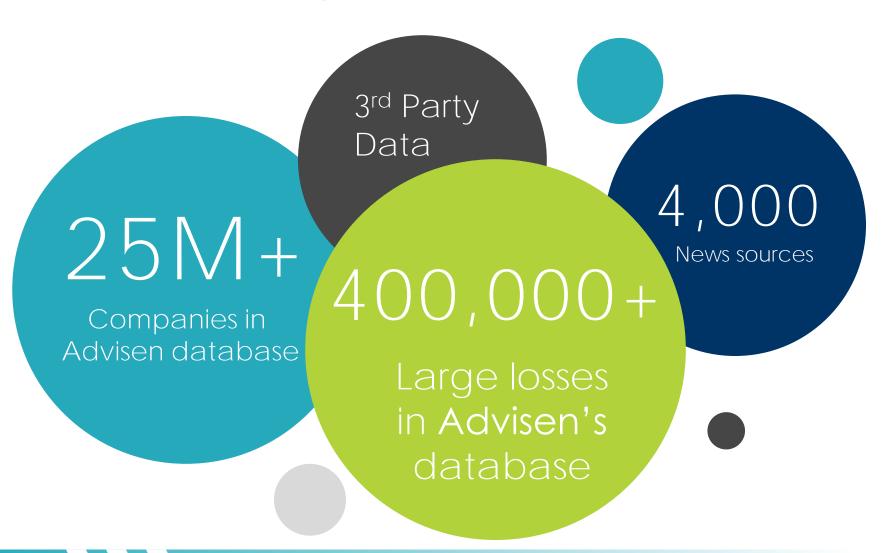- Faster "Yes" or "No"

My Work-up Menu (Ex. US Public D&O)

Work-up (Ex. US Public D&O)

Underwriting Framework Data

3rd Party Data

25M+
Companies in Advisen database

400,000+
Large losses in Advisen's database

4,000
News sources

Underwriting Framework Data

Searchable by market segments:

- Geography
- Company size
- Company type
- Industry
- Coverage type

Includes:

- Loss information on hundreds of thousands of events
- Business information
- Public company financial data
- Equity and debt securities data
- Global news
- SEC filings
- Equity analyst reports

Why Is It Structured This Way?

Method to our Madness

- Insight for Better Decisions
  - Pre-populated insured data + underwriter data + your own commentary
  - Largest available loss data set with over 400,000 cases, events, or actions
- Efficiency in Processing Analysis
  - Less searching, more analyzing
  - Uncover high-level red flags faster
  - Share work-ups with manager for sign-off
- Expedite Renewals
  - Process renewals faster with refreshed company data and previous year's underwriter analysis
- Compliance & Audit
  - Maintain consistency with custom, standardized workups
  - Supports compliance and audit efforts by reinsurers, internal, external, legal, and regulatory authorities

How does it work?

Live Demo

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Highlighted Features (Ex. US Pub D&O)

Stock Chart
Specific loss
data

Loss Data
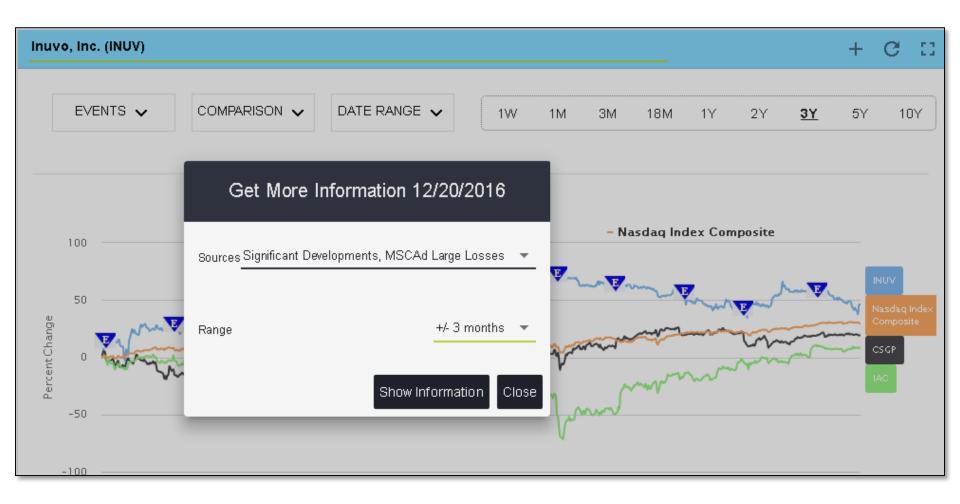By Company
By Industry

Renewal

STOCK CHART

Pair stock behavior with related loss data and/or significant developments

Stock Chart

Stock Chart

Stock Chart

Significant Developments - +/- 3 months

Show 10 ▼ entries

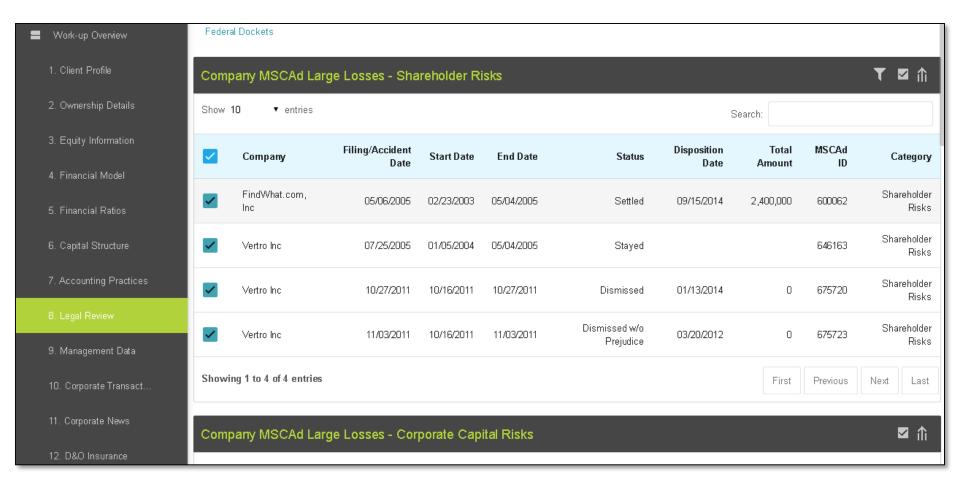| ☐	Event Date ▲	Event Summary
☑	12/12/2016	Inuvo may repurchase up to $500,000 of outstanding common stock
	Inuvo Inc: Inuvo announces stock repurchase program .May repurchase up to $500,000 of its outstanding common stock.	
☐	10/26/2016	Inuvo Q3 GAAP loss per share $0.01
	Inuvo Inc <INUV.A> - : Inuvo reports third quarter 2016 results . Q3 GAAP loss per share $0.01 . Q3 earnings per share view $-0.01 -- Thomson Reuters I/B/E/S .Q3 revenue $17.5 million versus i/b/e/s view $16.8 million.	
☐	02/13/2017	Inuvo Q4 GAAP loss per share $0.01
	Inuvo Inc <INUV.A> : Inuvo reports fourth quarter 2016 results . Q4 GAAP loss per share $0.01 . Q4 revenue $19.7 million versus I/B/E/S view $19.8 million .Q4 earnings per share view $-0.00 -- Thomson Reuters I/B/E/S.	
☐	02/07/2017	Inuvo acquires Netseer

LOSS DATA

Customize work-up to show losses by company and/or by industry

Loss Data

Work-up Overview

1. Client Profile
2. Ownership Details
3. Equity Information
4. Financial Model
5. Financial Ratios
6. Capital Structure
7. Accounting Practices
8. Legal Review
9. Management Data
10. Corporate Transact...
11. Corporate News
12. D&O Insurance

Company MSCAd Large Losses - Shareholder Risks

Show 10 ▼ entries   Search:

	Company	Filing/Accident Date	Start Date	End Date	Status	Disposition Date	Total Amount	MSCAd ID	Category
✓	FindWhat.com, Inc	05/06/2005	02/23/2003	05/04/2005	Settled	09/15/2014	2,400,000	600062	Shareholder Risks
✓	Vertro Inc	07/25/2005	01/05/2004	05/04/2005	Stayed			646163	Shareholder Risks
✓	Vertro Inc	10/27/2011	10/16/2011	10/27/2011	Dismissed	01/13/2014	0	675720	Shareholder Risks
✓	Vertro Inc	11/03/2011	10/16/2011	11/03/2011	Dismissed w/o Prejudice	03/20/2012	0	675723	Shareholder Risks

Showing 1 to 4 of 4 entries   First   Previous   Next   Last

Company MSCAd Large Losses - Corporate Capital Risks
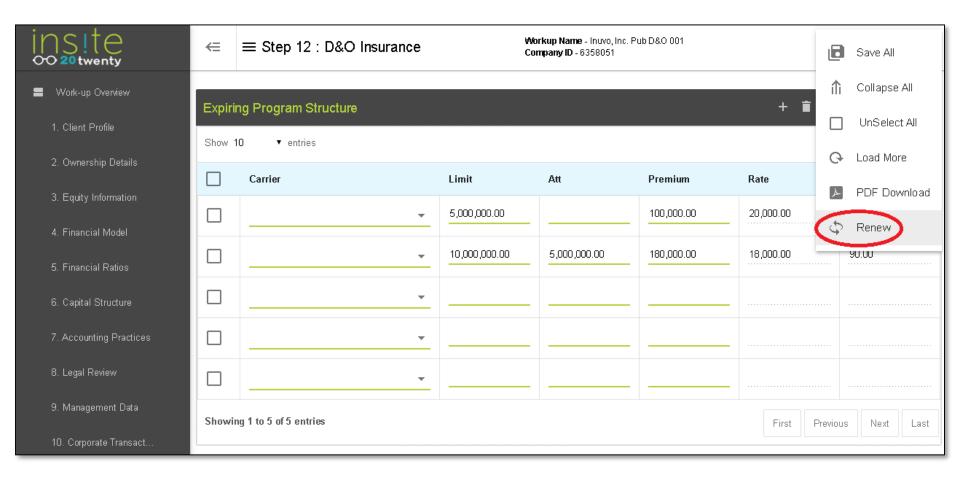
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RENEWAL

Renew work-up upon renewal to update data and move program data from "**Proposed** Program Structure" to "Expiring Program Structure"

Renewal

Recap

Recap

- Streamline the submission evaluation process
- Customizable Online Work-ups
  - Pre-populated insured data
  - Underwriter data and commentary
- Not just D&O
  - Other LOBs
  - Ex. Cyber
    - Losses by SIC, revenue, geography, employees grow with # of people using computer
    - Losses by company and by industry
- Faster **"Yes" or "No" complementing your instincts**
- Management reporting
  - Track Changes

Future Developments

Future Developments

- Other segments
  - Wholesalers
  - Producing brokers
- Other LOBs
  - Cyber, Excess Casualty, Product Recall/Products Liability, etc.
- Future Underwriting Framework webinars
  - For other LOBs
- Feature upgrades
  - Analyst Reports available through platform

Leading the way to smarter
and more efficient
risk and insurance communities.

Advisen delivers:
the *right information* into
the *right hands* at
the *right time*
to *power* performance.