

# ROI of RMIS Technologies

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# ROI of RMIS Technologies

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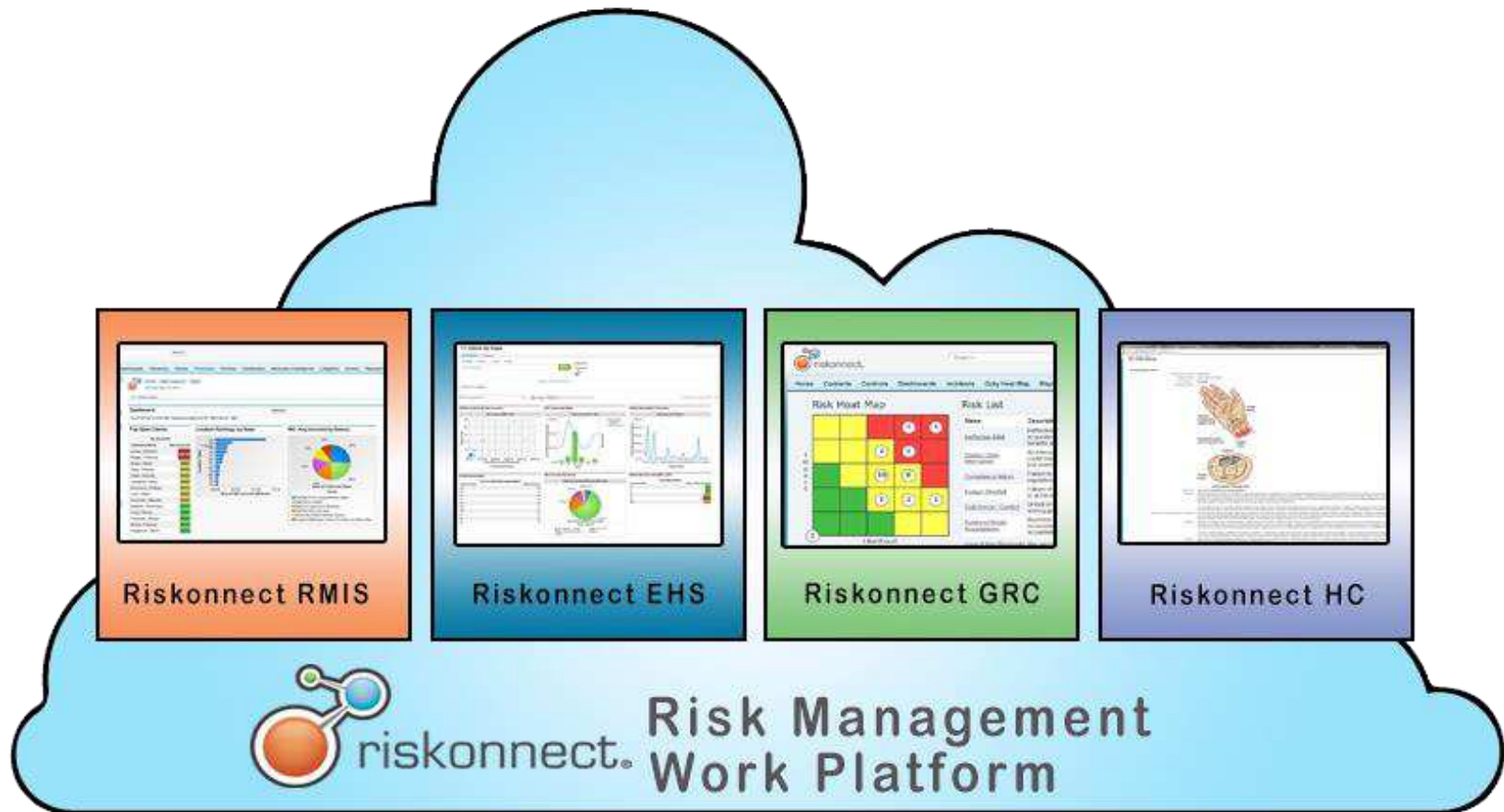
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Riskconnect's Enterprise-Class Technology



# ROI of RMIS Technologies

- Webinar
- Survey
- Whitepaper

# Today's Moderator



**David Bradford**

President

Research & Editorial Group

Advisen Ltd.

# Today's Panelists



**Jack Tatum**

Vice President

Global Business Development

Riskconnect



**Dave Tweedy**

Director of Risk Management Information  
Systems

Bickmore

# Today's Panelists



**Cynthia Acocelli**  
Senior Analyst  
Risk Management  
Boston Scientific

## As concerns RMIS, what does “ROI” mean?



**David Bradford**



**Jack Tatum**



**Dave Tweedy**



**Cynthia Acocelli**

# Are the benefits objective and quantifiable?



**David Bradford**



**Jack Tatum**



**Dave Tweedy**



**Cynthia Acocelli**

# What are the most significant areas of improvement with a new system?



**David Bradford**



**Jack Tatum**



**Dave Tweedy**



**Cynthia Acocelli**

# When selling these systems, what are the expectations?



**David Bradford**



**Jack Tatum**



**Dave Tweedy**



**Cynthia Acocelli**

## Does the value increase or decrease over time?



**David Bradford**



**Jack Tatum**

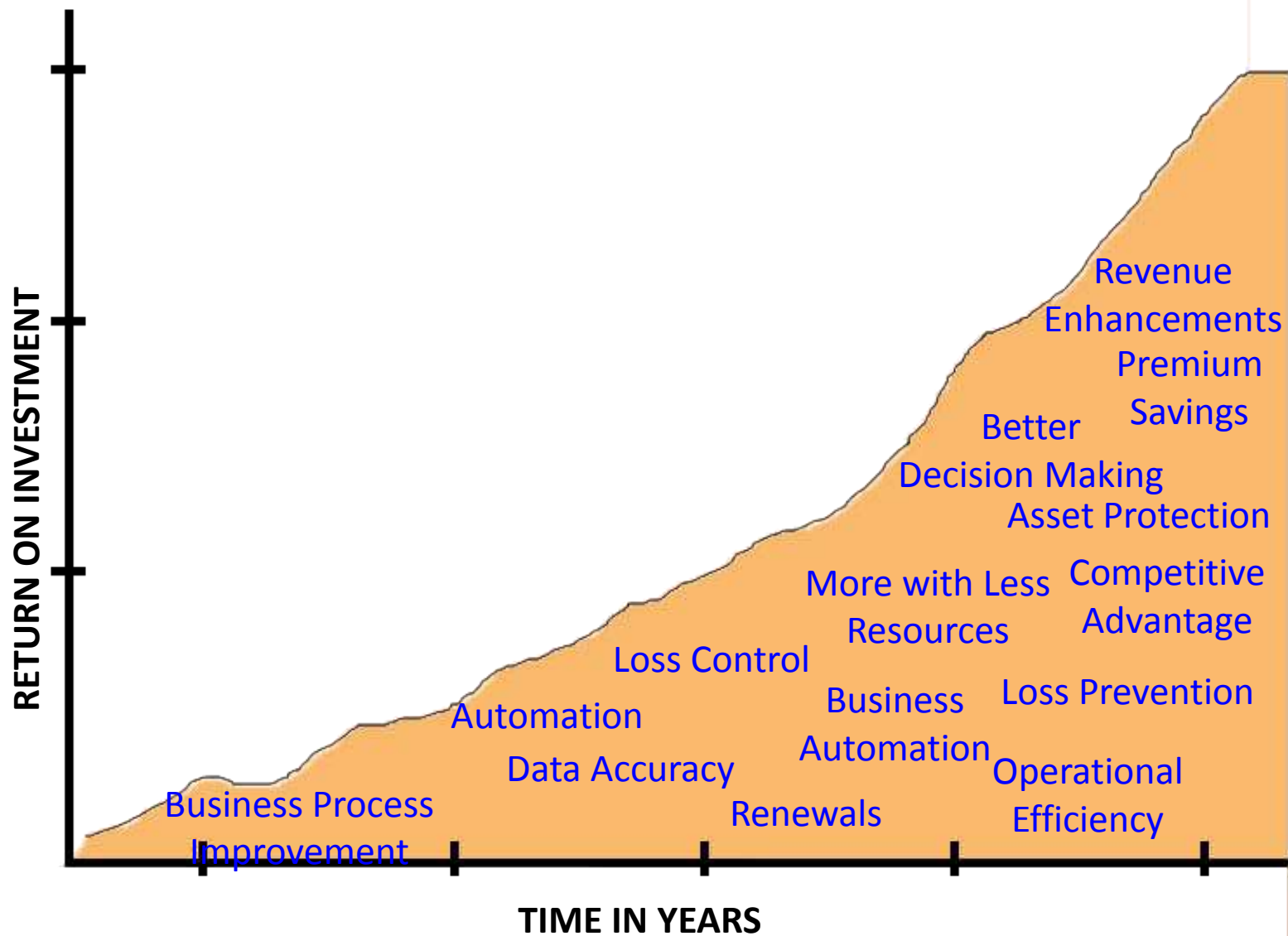


**Dave Tweedy**



**Cynthia Acocelli**

# ROI Continues over Time



# Is Risk Management the only group benefiting from the RMIS?



**David Bradford**



**Jack Tatum**



**Dave Tweedy**



**Cynthia Acocelli**

# Departments/Divisions Touched by RMIS



**Risk Manager**



**CRO**



**CFO**



**Safety Manager**



**RTW Coordinator**



**Legal**



**Claims Manager**



**Property Manager**



**Broker**



**Nurse/Case Manager**



**Safety Fleet Manager**



**TPA**



**Middle Manager**



**Customer Service**

# Can the RMIS help elevate risk managers within their organizations?



**David Bradford**



**Jack Tatum**



**Dave Tweedy**



**Cynthia Acocelli**

# How can a risk manager raise awareness of his/her value to the organization?



**David Bradford**



**Jack Tatum**



**Dave Tweedy**



**Cynthia Acocelli**

# Broker Compensation & Services Report

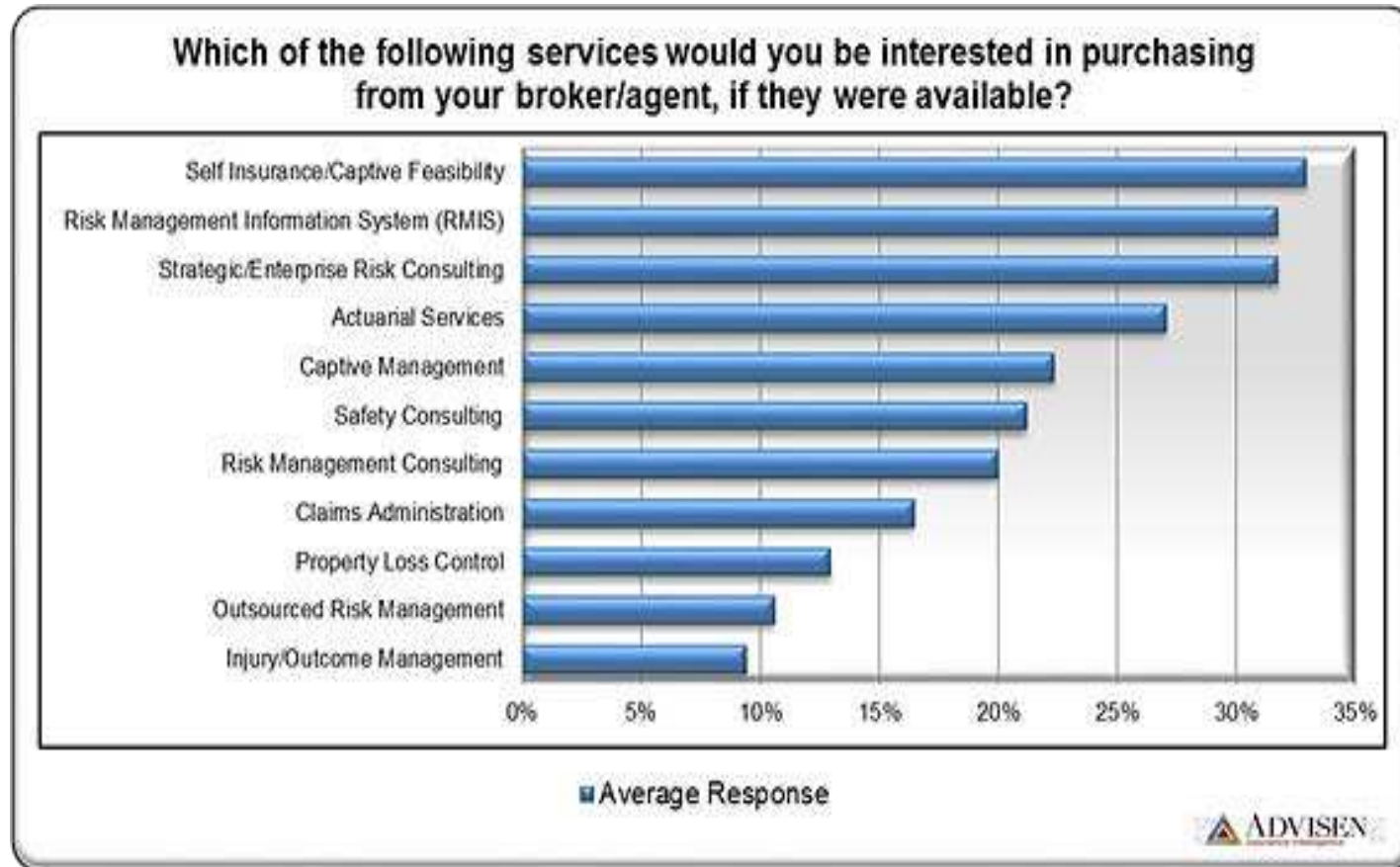
- Many survey respondents are willing to pay for services beyond those provided within the fee agreements.
- Results of the survey revealed that out of eleven different services, insurance buyers rank Risk Management Information System (RMIS) as their second choice they are interested in purchasing.
- While insurance buyers' responses show their interest in purchasing RMIS, these services rank low in the list of services that brokers offer their clients outside their service agreements.

Pre-Order Report:

<http://www.advisenltd.com/2014/09/02/broker-compensation-services-report-coming-soon/>

# Broker Compensation & Services Report

## Brokers vs. Insurance Buyers: Services Beyond Those Offered Within Compensation Agreements



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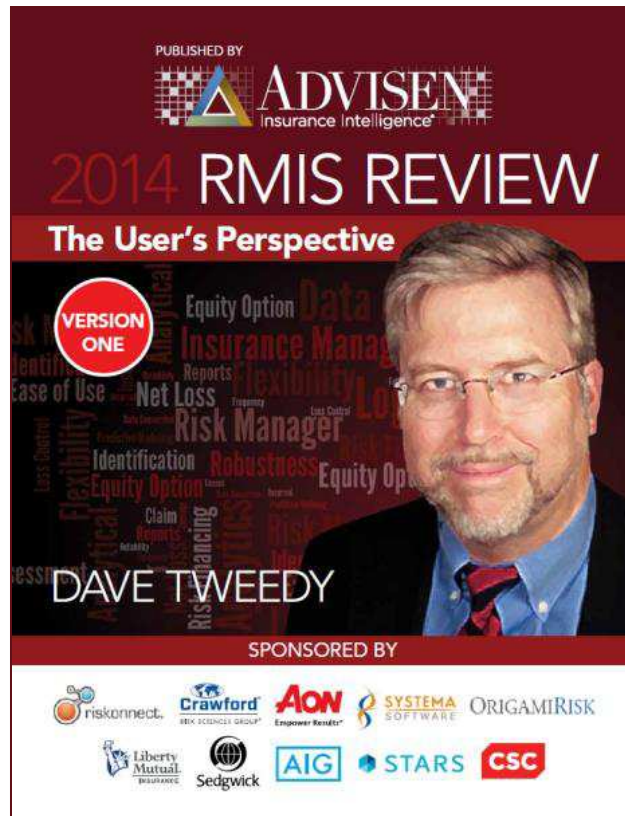
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# 2014 RMIS Review—The User's Perspective

## Have you downloaded your FREE copy?



<http://www.advisenltd.com/research/rmis-review-dave-tweedy/>

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## **2015 Casualty Insights Conference**

Thursday, March 26, 2015 at 8am EST

Crowne Plaza Times Square Manhattan

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