

COMPLIMENTARY BUSINESS SELF-DISCOVERY SESSIONS

Managing
General Agents'
Association

MGAA

*Open questions to practitioners
in the MGA landscape*

It has been widely acknowledged that many insurers have focused on digitizing their client customer front end with less focus on supporting those systems managing distribution, MI and strategic direction.

Points for consideration

- Have you evaluated the cost of your existing risk, premium & bordereau placements along with its associated operational challenges?
- How do you plan to support the improvement of the business's operating margin?
- Do you consider it advantageous if your brokers had access to live claims data in order to manage rate performance?

We believe diverse collaboration will support innovation in what remains to be a human-first process.

As an MGAA Supplier Member, Softelligence has committed to a complimentary workshop to support its members in accelerating their transformation aspiration or health-check existing strategies - strictly no obligations.

Stronger Together!

ABOUT SOFTELLIGENCE

We enable organisations in Financial Services to accelerate growth with next generation InsurTech through automation, AI and machine learning.

Learn more at
softelligence.net/insurance

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SESSIONS AVAILABLE TO MGAA PRACTITIONER MEMBERS



DATA SESSION

Increasing customer satisfaction and improving customer retention rates

Business Challenge

Customer experience is emerging as the 'make or break factor' for many agents.

Solution

The ability to be able to gain actionable business insight from a customer's historical data will allow agents to better meet their customer's needs.

Member benefit

One day data discovery workshop. Outputs a Data Report identifying ways to help drive better customer satisfaction.



DIGITALISATION SESSION

Turbocharge growth projections and operational efficiency

Business Challenge

Legacy technology means agents don't have ability to digitise low value or repetitive tasks.

Solution

Digitise existing processes to reduce costs, significantly reduce turnaround time on key processes and improve sales conversions.

Member benefit

One day digital transformation workshop focusing on an agreed process to review. Outputs a Digital Process Optimisation Report and Roadmap.



AUTOMATION SESSION

Process automation - beyond the RPA trend, how do we enable MGAs to action on process

Business Challenge

Automation, dumb or intelligent, poses many questions at the start of the journey.

Solution

Improve productivity, quality and compliance by leveraging process automation with RPA.

Member benefit

One consulting session focusing on an agreed area of business. Outputs a Process Automation Roadmap.

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If you are interested in running a session on one of the tracks presented above, please reach out to Adam Burr or book an appointment at calendly.com/softelligence