Digitalize your brokerage for speed and agility

Adlnsure offers Commercial Brokers an all-in-one digital solution to optimize front- and back-office operations. Streamline your business processes, improve productivity and collaboration, and unlock new levels of efficiency.





Aging legacy is a key obstacle to agility for many brokers

Many commercial brokers struggle to ensure the agility to meet the changing market demand due to the aging legacy technology and siloed IT architecture.

Some of the major challenges include:

- Use of disparate IT systems, tools, and forms across different functions and lines of business
- End of life of IT systems
- High cost of maintenance
- Low data quality due to manual data entrance and nonintegrated systems
- Tech talent shortage
- No support for custom Industrial products (bundled coverages from different insurance partners)

AdInsure helps commercial brokers to fully digitalize their business

- Streamline processes: placement, contracts and renewals, claims, and financial management
- Enhance client and insurance partner communication
- Effectively manage customer and partner data
- Offer digital tools to front and back-office teams
- Cater to both standard and tailor-made industrial insurance products
- Adopt low-code configuration tools
- Elevate Data Analytics
- Offer flexible deployment: Cloud or on-premise
- Adopt an agile, future-oriented technology platform



*External systems



It supports all your business teams, from sales to the back-office

Adlnsure supports commercial brokers to digitalize their entire back and front-office operations to streamline business processes across different lines of business and regions.

It provides all the features they need to meet existing and future customer demands and introduce a more agile approach toward carriers.

Opportunity and placement management

Manage opportunities and fast-track the RFP process to reduce the time needed to select the best offer.

Offer & contract management

Design proposals, communicate with, compare and select insurers' offers, conclude contracts, and manage contract changes.

Insurance partner management

Select leading and participating insurers, define premium and risk splits, manage international market coverage.

Claims handling

Manage the claim process, dependent on the insurance contract or participating insurers.

Brokerage management

Implement various models of commission calculation and payments to assures flexibility and operations across different regions.

Billing and Collection

Automate the processes of sending of invoices, reminders, and other documents related to payment obligations.

Technical accounting

Leverage the analytical data in subledger and integration with external general ledger.

Tailor-made industrial products

Create custom offers for your market segment based on framework agreements with your insurance partners

Adlnsure supports you across the whole placement process

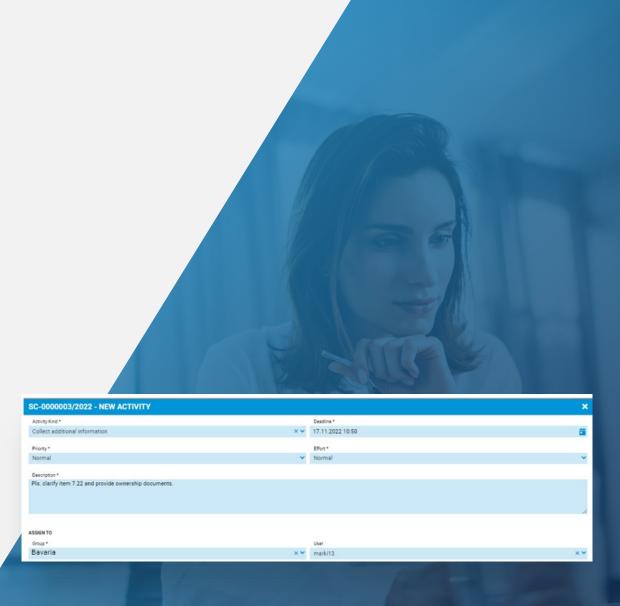
- <u>Analyze client needs</u>: define the scope of coverages, conditions, and clauses
- Research the market: select insurers based on previous deals or new requirements
- Run the tender process: create and issue the RFP
- <u>Negotiate the offers</u>: negotiate the insurer's proposal, rates, and terms
- Present the offer: create proposals and discuss options
- <u>Finalize the policy</u>: arrange inspections, ensure conditions, fill in forms, issue the documentation



AdInsure PLACEMENT PROCESS

Manage all your new sales opportunities

- Record your sales opportunities: directly in AdInsure or via integrations with a third-party CRM system/Partner Portal
- Score the opportunity and assign your team: manage activities for your sales and specialist team
- Manage client data: insured entity, censured entity, attachments.
- Outline needed coverages: line of business, insurance product
- Define RFP terms: coverages, limits, expiration date, payment terms
- Digital workplace: Sales expert-focused portal with dashboards, activities, reminders

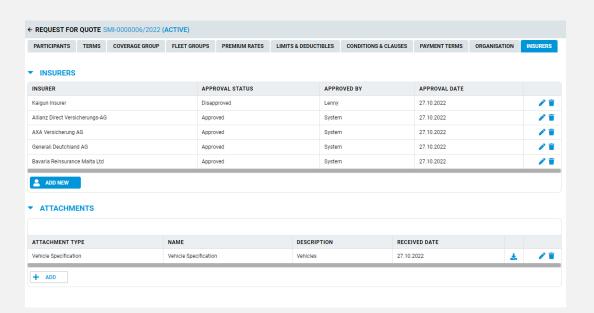


Create RFP

- Review the opportunity and detail the requirements
- Define standard and additional coverage related to the product line
- Define Conditions, including limits and deductibles
- Select best-suited clauses manually or automated based on historical data
- Define RFP terms such as validity dates
- Approve the RFP based on the presubmission workflow

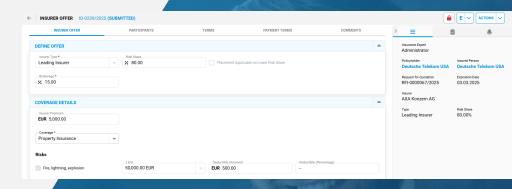
Issue RFP

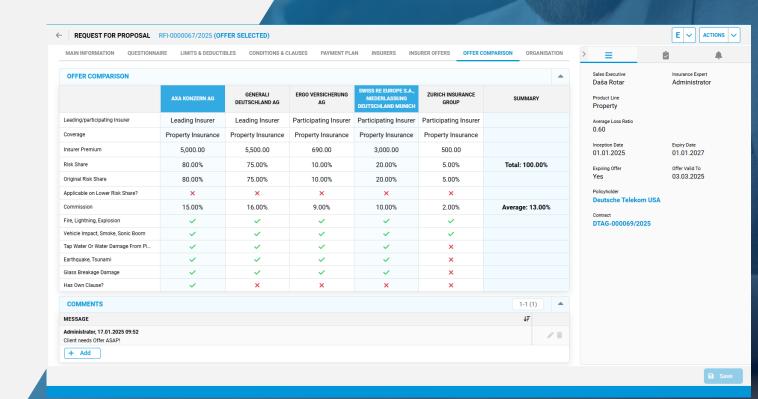
- Review the system-suggested Insurer list based on defined business rules (LoB, insurer rating, and more).
- Select Insurers to be invited for the RFP
- Use the existing database of partners and contracts to find best-fit insurers
- Start the tender process, invite Insurers, and submit all required information
- Place the RFP directly via Adlnsure or other tools, such as CRM



Collaborate with invited insurers and select the best offer

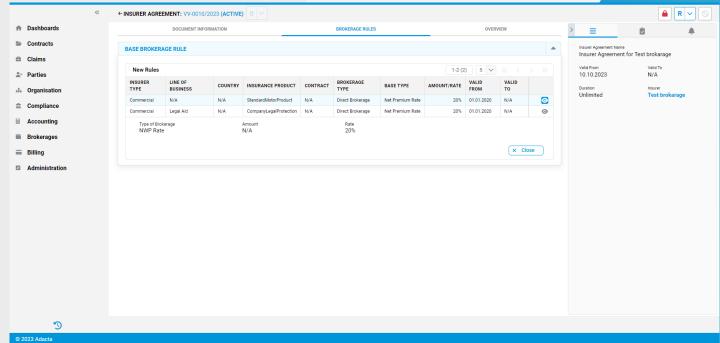
- Manage tender directly in Adlnsure or via integrations
- Collaborate and communicate with insurance partners
- Get offers, rates, and clauses from insurers
- Compare and evaluate offers; side-by-side display of multiple Insurer offers
- Select the best-fit offer
- Define contract participants; select leading and participating insurers across different regions for international programs
- Define participation terms: premium and risk splits, and brokerage type
- Define tax terms for different regions





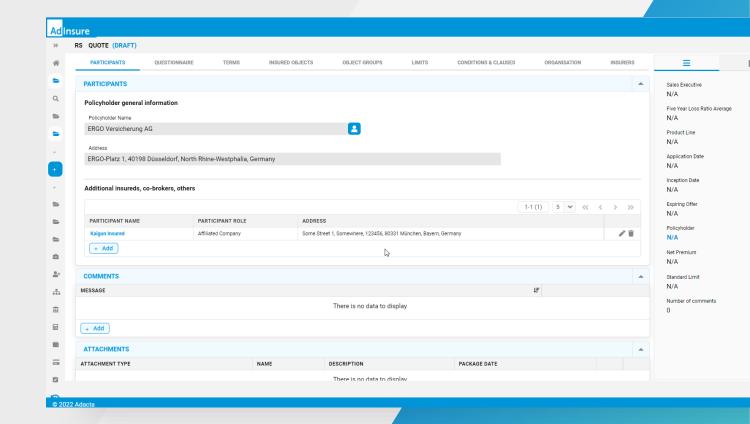
Manage brokerage for all your business partners

- Manage different brokerage types (standard, retained)
- Set default brokerage (per LOB and insurance product) and fee calculation rules for each insurer
- Set custom brokerage rate and type
- Automate brokerage calculations based on configurable rules (per insurer, product, or line of business
- Define brokerage rules for different markets and lines of businesses
- Calculate brokerages as monthly settlements or as a retained brokerage model
- Co-brokerage (supported as leading and participating broker)



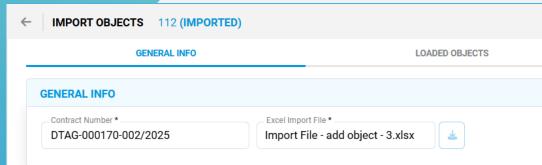
Manage the whole contracting cycle

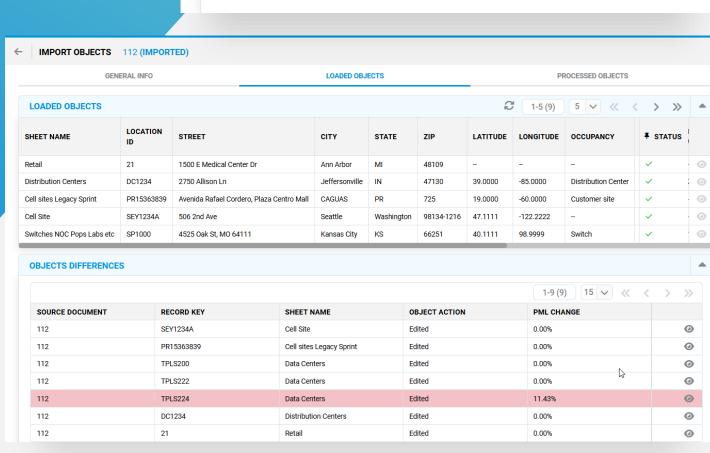
- Confirm offer before they are sent to the client at different levels (line of business, region)
- Create multiple offers for the same opportunity
- Conclude the Contract, including terms and clauses, and the necessary documentation
- Bundle multiple coverages on a single contract
- Manage required inspections or appraisals
- Manage amendments for terms adjustments, insured object changes, and renewals
- Automate premium calculations



Import and manage insured objects

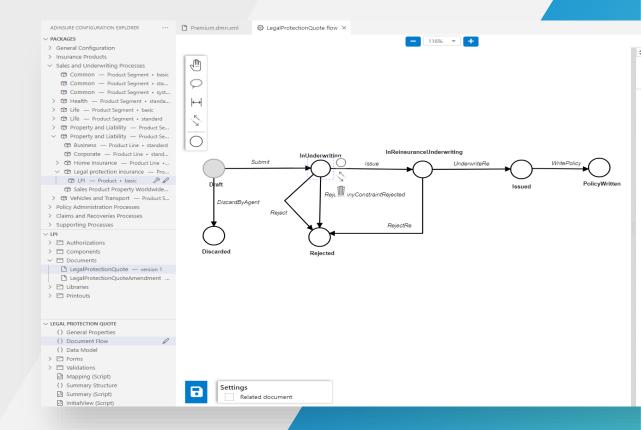
- Automated import of insured objects via integrations
- Manual import of objects from Excel
- Store and manage object data (example: geographical location data)
- Track and compare object value (example: property value)
- Verification and marking of deviations in the number of objects compared to the previous year (reporting on removed and newly added locations)
- Validation of mandatory data
- Validation of data format





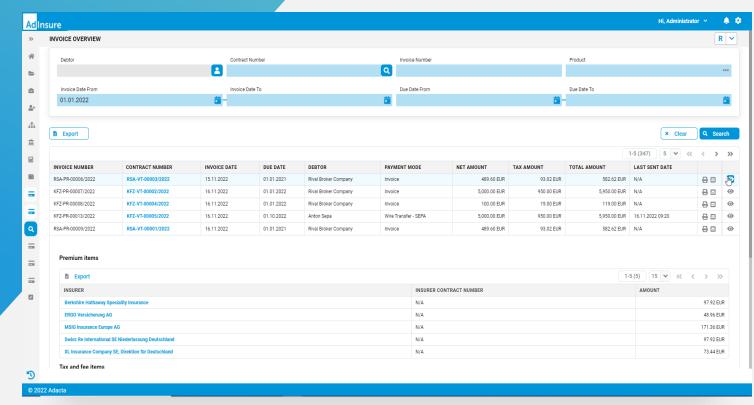
Create tailor-made products based on your unique market insights

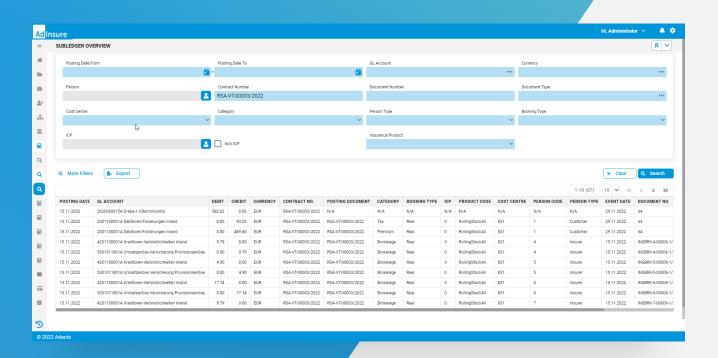
- Design and Configure custom products
- Bundle various coverages from different insurance partners
- Configure custom risk groups and other product elements
- Design a specific Sales, Contract management, and Claims processes for every line of business or even product
- Reuse configuration components
- Implement changes without changing the code with the use of No code tools (AdInsure Studio)



Automate invoicing and payment obligations

- Manage general invoicing, billing, and collection
- Support multiple payment methods (SEPA, UPN, CC)
- Automate postings for policyholders and insurers
- Configure tax treatments based on countryspecific rules
- Create credit and debit notes
- Settle insurers' monthly accounts
- Generate statistical premium invoices
- Handle exchange rates





Prepare everything your general ledger needs

- Manage journals, accounting tasks, and entry periods
- Oversee accounts receivable and payable
- Reconcile bank statements
- Configure posting schemas
- Handle payment orders
- Maintain chart of accounts and general ledger
- Track accounting cards

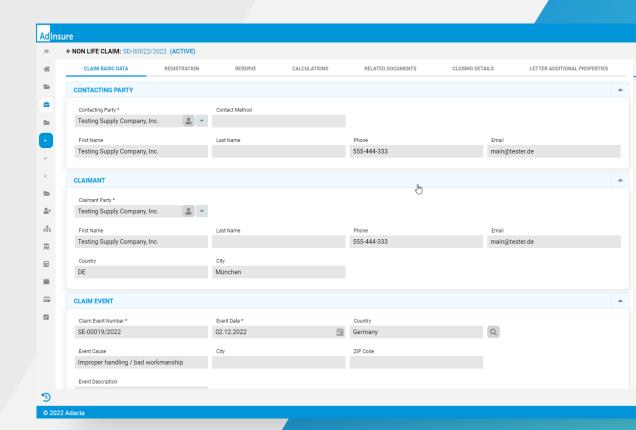
Record and/or manage insurance claims

Perform statistical insurance Claims process

- Record claim for statistical purposes
- Communicate with insurers and clients
- Generate claim reports

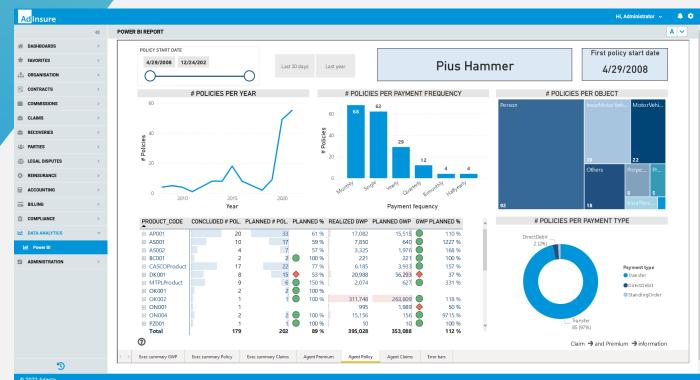
Perform standard insurance Claims process

- FNOL
- Claim handling, calculation, and liquidation
- Claim reserve automation
- Automated deductibles and limits
- Claims underwriting
- Refund management
- Mass Claim management
- Legal procedures
- Claims reports and analytics



Embrace real-time reporting with integrated BI

- Microsoft Power BI capabilities integrated natively into AdInsure
- Role based reports
- Extensive policy reports such as premium, income, open items, commissions, loss amounts
- Reports on claims such as claims amount, number of claims, open and closed claims
- Reports on partner insurers including leading and participating partners
- Custom dashboards for different roles and types of reports, Role-based



AdInsure offers modern capabilities for operation teams

Adlnsure provides all the technical capabilities and tools your IT and Operation teams need to meet future customer and market demands.

From a modern integration framework and low-code configuration tools to Cloud operations.

Modern integration framework

Easy integration with existing and future systems and technologies via APIs or service buses.

Low code approach to change management

User-friendly and fast configuration and deployment of insurance products with Adlnsure Studio.

Cloud based

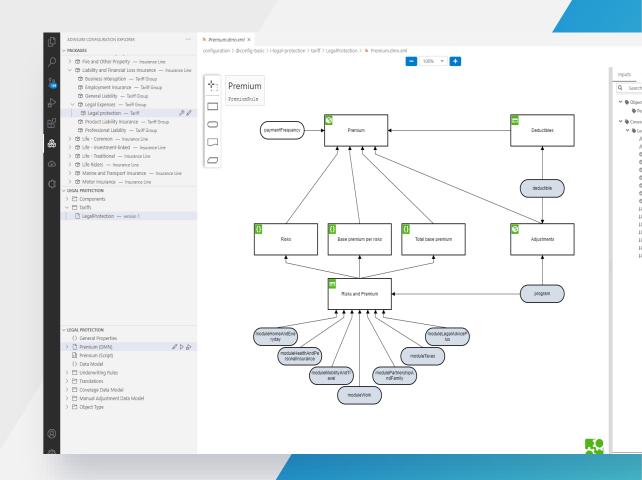
Fast-track your tendering process with an end-toend solution and reduce the time needed to select the best offer.

Layered architecture

Adlnsure features a fully configurable, layered architecture.

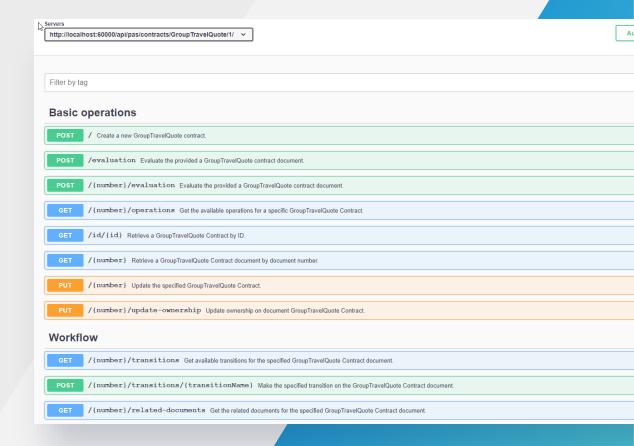
Manage changes to the entire product portfolio with Adlnsure Studio

- Design standard and custom coverages and products
- Accelerate product development from rapid prototyping to testing and deployment
- Define and manage risk groups, coverages, tariffs, and other items
- Modify various product components to create custom insurance products
- Hierarchical definition of insurance conditions across business lines.
- Product configurations testing in a controlled environment.
- Reusable configuration components enable the swift design of new products and product variants



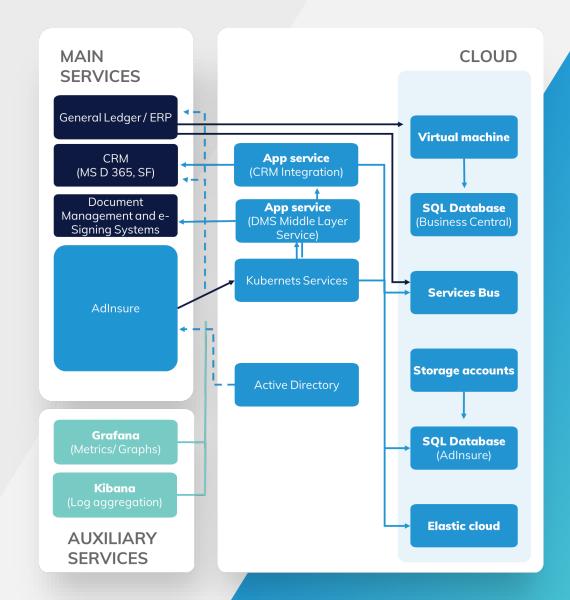
Easily integrate with existing systems and emerging technologies

- Out-of-the-box API for all configuration changes
- Service bus integration frameworks
- Open for integration with Insurtech
- Sales-side CRM rest API integration framework (Party integration, CRM opportunity creating Application)
- Insurer-side CRM rest API integration framework (Party integration, RFQ submission creating a CRM opportunity)



On-premise or fully cloud-based

- Flexible deployment options that fit in with your IT infrastructure and operating models
- Cloud deployment in Microsoft Azure, Amazon AWS, and Oracle Cloud
- On-premise deployment on your own infrastructure
- Support for Oracle Cloud
- Support for multicloud: Oracle OCI



AdInsure features a fully configurable, layered architecture

03 - Customization layer

For many organizations, their unique way of doing things is what sets them apart from the competition. Adlnsure offers configuration-based customization supported by no-code and low-code tools.

02 - Standard layer

Built-in insurance business logic based on the experience of our industry and technology specialists. It is implemented through Adlnsure business modules and system- and regional-specific configurations.

01 – Foundation layer

It is the AdInsure Framework upon which business functionalities and solutions are built. It includes technical capabilities (scalability, API generation, and more), the ability to work with insurance data and workflows, the integration framework, and more.



Cloud-ready, future-oriented, open, digital platform for industrial insurance brokers

Fully digitalized and standardized operations

Adlnsure provides the capabilities for digitalizing and streamlining all broker processes across different departments and business units.

For Business and IT operation teams

Adlnsure provides reach features and productivity tools for all business teams as well all critical capabilities to the operation teams to manage the change.

Bundling of coverages across markets

Modern UI, dashboards, and collaboration capabilities improve not only the experience of your teams but also your collaboration with insurers and clients.

Improved user experience and

collaboration

Adlnsure provides the capability to bundle various coverages and create comprehensive insurance products for a wider public The new business and policy process is easily streamlined across international partners

Future-proof technology

Adlnsure's modular architecture, cloud support, and integration capabilities offer flexible operational options. Product design capabilities and tools support the development of innovative products based on emerging risks.

Faster time to market

Rapidly design, test, and deploy new types of coverages to deliver new offerings to market faster. Modify all areas of insurance products to insurance products, including tariffs, coverages, and business to deliver standard or custom insurance products.

About Adacta

Adacta is a leading software provider for the insurance industry. Our insurance platform, Adlnsure, gives Life and Non-Life insurers, brokers, and MGAs a future-proof way to streamline their operations and processes.

Formed in 1989, Adacta spent decades helping insurance organizations to grow their digital capabilities and drive new profits. Their mission is simple: empower tomorrow's industry leaders to reach their potential through technology.

