

Marketing

Market pressures caused by a slow economy, sluggish premium growth or cat losses make it critical to have strong analytical tools in place to manage your agent force. SNL iPartners' solution makes key agent metrics actionable by providing quick analysis of growth, retention, and profitability by producer, territory and product. The ability to actively monitor trends in an agent's book and easily compare against peers or company targets can help improve loss ratios.

Immediate Access to Data. Strong Market Analysis.

Monitor the company's financial data to perform profitability analysis, review pricing adequacy and contribute to the development of corporate growth strategies. Produce revenue forecasts and other management reports on-demand. Data consistency is assured because the same definitions and formulas are utilized throughout the company.

- Implement new growth strategies with confidence
- Build products and monitor sales immediately
- Understand market demographics
- Manage goals and measure results
- Identify potential market expansion opportunities
- Track agent profitability and establish improvement plans

Company	ALL COMPANY		Agent	ALL AGENT						
Current Year - MTD	Written Premiums	Loss Paid	Earned Premiums	Losses Incurred	Loss Ratio	Adj. Exp Paid	New Premiums	% Bus. Count	Comm. Paid	Before Policy Count
COMMERCIAL AUTO	2,763,742	2,337,581	3,227,282	3,021,343	92.46%	18,461	18,461	241,371	86	1,366
COMMERCIAL PACKAGE	19,709,293	20,126,251	19,696,017	48,200,712	139.19%	689,819	2,370,238	167	1,976	27,599
PORTFOLIO (BOOKLINE)	1,522,748	238,368	1,486,878	4,620,941	311.02%	35,076	35,137	3	3	756
LABELLINA - COMMERCIAL	1,561,268	4,600,005	2,486,241	1,506,450	57.78%	0	271,132	25	617%	7,441
WORKERS COMPENSATION	4,001,707	2,270,443	4,962,872	2,463,172	49.83%	168,362	529,929	57	5.44%	14,331
HOMEOWNERS	6,689,618	10,689,095	6,505,956	22,522,366	346.89%	493,093	453,916	381	7.95%	89,721
PERSONAL AUTO	9,747,373	7,980,754	10,770,025	7,485,587	69.50%	107,987	427,686	434	11.87%	60,791
PERSONAL DWELLING	6,976,022	564,415	599,432	2,520,788	389.09%	46,269	58,026	122	19.92%	11,208
PERSONAL EXCESS LIABILITY	1,006	0	1,073	0	0.00%	0	276	10	7.98%	84
	67,688	0	77,762	0	0.00%	0	5,720	10	7.98%	2,723
Total	58,427,411	68,387,613	64,442,818	92,732,378	143.46%	1,418,886	4,414,229	1,296	86.37%	198,554
Prior Year - MTD	2,987,198	724,830	3,378,800	2,724,288	80.69%	16,107	241,544	92		9,900
COMMERCIAL PACKAGE	37,416,875	12,424,487	30,983,882	17,674,686	49.12%	481,128	2,461,652	272		39,124
PORTFOLIO (BOOKLINE)	1,506,203	537,274	1,591,871	(471,860)	(28.64%)	46,560	169,277	4		527
LABELLINA - COMMERCIAL	2,226,225	0	2,495,844	8,620,922	359.70%	0	159,920	4		6,844
WORKERS COMPENSATION	3,960,816	2,374,473	5,295,260	3,368,328	63.02%	36,703	340,069	86		11,995
HOMEOWNERS	6,626,788	5,247,126	6,453,882	9,261,351	141.81%	751,634	547,743	422		63,247
PERSONAL AUTO	10,609,180	6,950,430	11,274,426	7,461,071	66.87%	751,274	523,788	385		56,453
PERSONAL DWELLING	641,917	430,341	591,544	1,372,829	195.09%	20,791	90,309	133		9,134
PERSONAL EXCESS LIABILITY	77,704	0	84,438	389,253	457.32%	0	6,036	14		1,760

In the insurance world, where the level of risk is always changing due to the introduction of new products and the inevitability of loss, it is more crucial than ever to react promptly. With the SNL iPartners solution, you have a wealth of essential information available to you in the format that you want, anytime you need it.



- Analyze specific lines of business, states or coverages and track targeted business segments with a single click
- Determine profitability by line of business, territory or agency
- Save time and automatically produce agent scorecards to review performance and track productivity
- Manage growth by monitoring market fluctuations
- Automate agency reviews by eliminating paper reports and tedious data compilation

A pioneer in the BI as-a-service solution, SNL iPartners is committed to delivering accurate, accessible and scalable Business Intelligence solutions for organizations in the Property and Casualty Insurance industry. With over 15 years of experience in legacy data integration, SNL iPartners' proven technologies enable organizations to implement enterprise-class solution via a cost-effective model.

Contact us today to learn more.