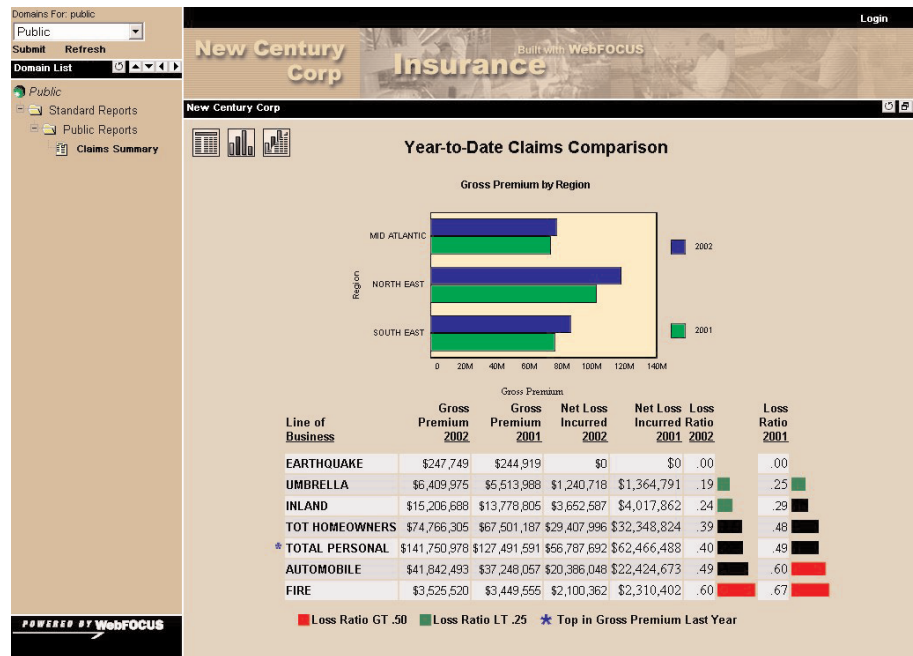


Information Builders is one of the largest independent software companies in the world. We work with over 11,000 customers to ensure their success by putting interactive and actionable information in the hands of everyone in the extended enterprise: employees, partners, suppliers, and customers.

Agent Network Management

for the Insurance Industry

With Information Builders' Agent Network Management Reporting Foundation, you can monitor critical activity such as gross premiums generated and losses incurred by line of business, state, region, or agency.



Improving Performance by Sharing Information

Sharing information throughout your agent network can significantly increase the efficiency of distribution chain and compensation processes. Armed with the power of information, insurance companies can better monitor the performance of the agent network and make more effective decisions such as weeding out poor performers or tracking the costs associated with agent sales activities. To help address imperative business needs such as these, Information Builders provides the Agent Network Management Reporting Foundation, empowering insurance companies with the information they need to streamline business processes and reduce overall operating costs.

Tailored to Meet the Insurance Industry's Needs

The Agent Network Management Reporting Foundation, part of Information Builders' family of Vertical Business Reporting Templates, is built upon our report template technology and WebFOCUS business intelligence solution. Each Foundation includes multiple report templates, the building blocks for a comprehensive reporting environment that have been created for standard business functions such as metrics deviations, trending, ranking, variance, dependency analysis, and business segmentation. Corresponding data is applied to the templates at a later time. As a result, we can quickly and cost-effectively deliver a complete end-user reporting environment tailored to meet industry-specific information needs.

By implementing Information Builders' Vertical Business Reporting Templates, companies can deliver a dynamic business discovery environment in about half the time it would take to implement a packaged application or build one with other business intelligence tools.

Key Business Metrics to Enhance Agent Network Management

The Agent Network Management Reporting Foundation allows insurance professionals at all levels to easily analyze critical information and track key performance indicators.

- Assess agent productivity and growth by monitoring net losses, policies in force, and new policies and renewals, while identifying the strongest/weakest performers in your network.
- Monitor change in premiums generated for various regions or lines of business – gaining a better understanding of cash inflow by geography and profitability by business type.
- Track and compare claims activity to date by incident type, policy type, insured person, state, region, and loss ratio to minimize processing costs and reduce fraud.
- Gain a better understanding of your operations by analyzing gross premiums generated and losses incurred by line of business, state, region, or agency.
- Accurately identify your most profitable customers and products and effectively target your sales and marketing efforts.

The Agent Network Management Reporting Foundation gives you a window into your operations by allowing you to analyze variance by state.

A1		Variance By State					
	A	B	C	D	E	F	G
1	Variance By State						
2	Current Year vs. Previous Year						
3							
4	REGION = NORTH EAST						
5	State	Current YTD Premium	Previous YTD Premium	Variance \$	Variance %		
6	CONNECTICUT	18040461	13569219	4481242	-33		
7	MASSACHUSETTS	6386162	4966662	1420310	28.6		
8	NEW YORK	92732836	83483739	9249097	11.1		
9	RHODE ISLAND	948514	1059667	-111343	-10.5		
10	TOTAL	118107973	103068667	15039306	14.6		
11	Next Drill Down: Producer						
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Find Out More

To find out how our solutions can help your company succeed, talk to an Information Builders representative today. Contact your local Information Builders office, visit us at www.informationbuilders.com, or in the U.S. and Canada, call **(800) 969-INFO**.

Accelerated Deployment With Implementation Services Packages

Information Builders' Implementation Service Packages offer a complete and cost-effective solution designed to complement the Vertical Business Reporting Foundations guaranteeing optimum performance. Our consultants will work very closely with you to gain an in-depth understanding of your needs and issues, and ensure delivery of a solution that will best address them. Available packages include:

- **End-User Reporting Package**

Delivers a complete end-user reporting environment – designed, built, and implemented – in just 45 days. Select from the available vertical reporting templates and create customized templates that address your unique needs. The resulting reports can be available for real-time analysis, as well as scheduled or alert-based delivery.

- **Business Intelligence Data Mart**

Includes everything you need to get your data mart up and running – in just 35 days. Our highly skilled consultants will design, build, and implement your data mart and provide your technical team with the documentation, experience, and knowledge they need to maintain it.

Find out more about our Implementation Services Packages at http://www.informationbuilders.com/consulting/implementation_services.html.

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