MARKET PLAYERS:

**INSURANCE COMPANIES**
- Create and sell insurance products to companies and individuals
- Communicate with brokers
- **Strategy:** Expand brokers’ network to increase sales. Improve communication process to reduce costs

**INSURANCE BROKERS**
- Sell insurance products to companies and individuals
- Create insurance contracts and communicate with insurance company
- **Strategy:** Speed up the deal closing process with less communication errors and costs

**BANKS**
- Sell insurance policies related to their bank products
- Create insurance contracts and communicate with insurance company
- **Strategy:** Seamlessly integrate insurance line of business into other bank procedures
THE CHALLENGE

Insurance market is a huge data processing machine with a constant need for data exchange optimization.

**CHALLENGE**

- In many cases, the data related to insurance contacts are communicated verbally or on paper.
- Existing digital solutions for insurance contracts are often outdated and are not online ready.

**CONSEQUENCES**

- Low contract processing speed
- Additional cost related to manual data processing
- High probability of communication errors
- High cost of system scaling
- High cost of system renovation to meet modern needs for mobility
SOLUTION

Integrated Broker Network is a web based application which connects insurance agents (brokers, banks, other sellers) with insurance company.

**INSURANCE COMPANIES**
- Reducing communication errors
- Improving insurance contract processing speed
- Easy broker network scaling with minimum additional costs
- Real-time contract monitoring
- Brokers prefer working with an insurance company which provides an automated web solution

**BROKERS**
- Reducing communication errors
- Improving insurance contract processing speed
- Mobility. Web interface allows brokers to work virtually from anywhere via Internet
- Streamlined and enjoyable experience reduces fatigue and boosts motivation

**BANKS**
- Bank becomes an insurance broker, getting commission from every insurance contract
- Bank can easily start selling any insurance product
- Selling insurance products requires minimum additional time investments from bank personnel
- Security and faster onboarding. Ability to add insurance modules into existing Bank Automation System

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How does the Integrated Broker Network (IBN) work

**IBN Admin Panel**
Where administrator can tune and control the system

**IBN Data Base**

**Automated Insurance Management System**
All data can be exported to existing “AlMS” for accounting, analysis, etc

**IBN Web Interface**
An authorized user can work from any computer connected to the Internet

**IBN Web Services**

**Internal Bank Automation System**
Bank reps can create insurance contracts directly in their “BAS”

**Mobile App**
For out-of-the-office consultancy and sales
Our Austrian and German customers

FMS
financial management solutions

GRAWE

Symonics

lpa
Get your own customized Integrated Broker Network!

**EUGENE BOICO**

+373 69 31 93 17  
eugene.boico@dassolutions.eu  
www.linkedin.com/in/eugene-boico

**DARIA SHILEAEVA**

+373 60 23 11 88  
daria.shileaeva@dassolutions.eu  
www.linkedin.com/in/daria-shileaeva
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