



CASE STUDY

Top 10 US Carrier, with multi-billion-dollar business selects VIPR to support data management and transfer

Why choose VIPR?

Forward thinking data management, with future plans to seamlessly integrate data from bordereaux to real-time downstream data exchange through API flows

When a leading multi-billion-dollar US property/casualty insurer wants to manage its extensive program business portfolio, there was only one brand on their mind.

VIPR serves several North American clients ranging from a start-up fronting company, a newly organised reinsurer, and the entire Canadian operation of a major international insurer. With this in mind, this global carrier, based in the US had no doubt VIPR could answer all their questions and a whole lot more.

This forward thinking global player was looking for a comprehensive suite of services that allowed them to manage and analyse their program data gathered from numerous managing general agencies and underwriters (MGAs/MGUs).

The three services selected were VIPR Intrali, a bordereau management solution; VIPR Insights, a data analysis application for monitoring key performance indicators; and VIPR Data Cloud, a secure repository for storing and sharing processed data. Another factor in their decision was VIPR's proven track record in the industry. By 2018, a third of Lloyd's managing agents were using a VIPR product, showcasing the company's credibility and strong reputation.

Customisation was also important to the insurer. VIPR's products, such as Intrali, allowed users to develop a user-defined template through an intuitive interface, tailoring the solution to the insurer's specific needs. Following that, the future thinking insurer needed a partner that would seamlessly integrate with their many systems without disrupting their internal processes. VIPR is currently working with and in the future will be increasing their capabilities by working with several MGA system vendors to create a multi-level integration function for end-to-end automated processing.

This will include real-time downstream data exchange through API flows, enhancing operational efficiency even more. Lastly, VIPR's platforms enabled underwriters to manage pricing and risk selection with greater precision, ultimately leading to better business outcomes.

Overall, the selection of VIPR by this leading US property/casualty insurer highlights the ability to offer comprehensive, customisable, and integrated solution that not only addresses the immediate needs but also enables better decision-making and operational efficiency. VIPR continues to be a top choice for insurers seeking to automate their back-office processes and improve overall business performance.



"This global player originally was looking for a bordereau management and processing platform. As our conversations progressed, we determined that VIPR could offer that and a whole lot more, especially with regards to analytics. We will be working with several MGA system vendors to create a multi-level integration function that will allow a complete end-to-end automated process. In addition to integrating data from bordereaux, this project, in the future, will also implement real-time downstream data exchange through API flows, allowing underwriters to be able to manage pricing and risk selection with greater precision.

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