XCEEDANCE MGA AGILITY SUITE

1. The Way Forward
2. Xceedance MGA Agility Suite
3. MGA Policy System
4. Technology Advantage
5. Insurance Lifecycle Support
6. Measure of Our Success

XCEEDANCE MGA AGILITY SUITE
The extended soft market is the biggest challenge for MGAs at the moment. 

For MGAs, what matters most (to secure capacity) is attention to detail, market knowledge and relationships, and data, technology and innovation. 

MGAs of the future need to be leaner, more cost effective, and tech-enabled. 

42% participants feel insurtech helps MGAs evolve their business model to be more customer-centric

38% participants believe MGAs would be at the forefront of addressing emerging risk and new products
Xceedance MGA Agility Suite

Combining technology and services to deliver strategic support for MGA and MGU operations in all commercial and personal LOBs, across geographies.

COMMERCIAL LINES

PROPERTY
- General Property, D&F
- Commercial Crime
- Equipment Breakdown
- Inland Marine
- Commercial Property
- Power and Utilities

CASUALTY
- General Liability
- Auto Liability
- Workers Compensation
- Excess and Umbrella
- Professional Liability
- Directors and Officers
- Errors and Omissions

SPECIALTY
- Marine
- Energy
- Accident and Health
- Pollution
- Specie
- Aviation
- Terrorism
- Engineering

REINSURANCE
- Facultative
- Treaty

PERSONAL LINES

AUTOMOBILE
- Personal Umbrella

HOMEOWNERS
- Personal Umbrella

MISCELLANEOUS
- Boat Owners
- Travel Insurance
- Renters Insurance

LIFE INSURANCE

LIFE & ANNUITY
- Future Capability
Xceedance MGA Agility Suite

Technology and services for front-, middle-, and back-office support

MGA POLICY SYSTEM

- Customizable and modular PAS for new and existing MGAs/MGUs
  - Customer Acquisition
  - Underwriting Rules
  - Rating
  - Issuance
  - Endorsements
  - Renewals
  - Cancellations
  - Management

DIGITAL SOLUTIONS FOR MGAs/MGUs

- Digital solutions to augment operations of existing MGAs/MGUs
  - Bolster existing PAS with intelligent technologies
  - Integrate third-party data feeds
  - Smart automation
  - Process optimization
  - Advanced analytics
  - Capacity building

XCEEDANCE SERVICES

- Strategic operation support across the insurance lifecycle
  - Insurance Operations
  - Underwriting Support
  - CAT modeling
  - Actuarial
  - Policy Services
  - BI & Reporting
  - Claims
  - Finance & Accounting

Xceedance MGA Agility Suite comprises modules that can be selected as needed to enable turnkey implementation.
MGA Policy System

Increased efficiency, accuracy, and productivity

Customizable, out-of-the-box, fully integrated policy administration system for MGAs and MGUs

- Help MGAs/MGUs write more business quickly and accurately, develop programs and products efficiently, and mobilize distribution partners
- Bundle various LOBs into single package policies
- Automate submissions, quotes, binding, endorsements, cancellations, and renewals
- Integrate with third-party data sources
- Enable customization of rating, pricing, and business rules
- Interface with other systems to ensure a single source of truth
- Generate documents for quote submission and policy binding
- Bolster reporting for internal and external compliance
Technology Advantage

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MGA POLICY SYSTEM

- Custom built pricing model
- GDPR compliant
- Cloud based
- Complete MIS capability
- Data transfer to capacity provider (Bordereau)
- Fast quote response
Insurance Lifecycle Support

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- **INSURANCE OPERATIONS**
  - Submission Clearance
  - Cash Management
  - Policy Lifecycle
  - MIS and Regulatory Reporting

- **UNDERWRITING**
  - Risk Assessment
  - Pricing
  - Underwriting Audits
  - Risk Management

- **CATASTROPHE & EXPOSURE MANAGEMENT**
  - Risk Assessment and Pricing
  - Portfolio and Capacity Management
  - Model Validation and Evaluation
  - R&D – Data Solutions

- **ACTUARIAL SERVICES**
  - Pricing
  - Capital Modeling
  - Loss and Expense Reserving
  - Reinsurance Solutions

- **POLICY SERVICE**
  - Policy Issuance
  - Endorsements
  - Renewal Management
  - Forms Management
Insurance Lifecycle Support

Xceedance MGA Agility Suite

- Technology & Core Systems
  - PAS and Enterprise Application Development
  - Product Distribution Design
  - Proprietary and Legacy Product Configuration
  - Platform Alignment and Optimization

MGA Policy System

- Insurance Data Sciences
  - Data Management and Augmentation
  - Solution Design
  - Descriptive, Predictive, Prescriptive Models
  - Simulation and Optimization Models

Technology Advantage

- Business Intelligence & Reporting
  - Data and Reporting Strategy
  - Data Warehouse Development
  - Data Conversion
  - Visualization and Dashboards

Insurance Lifecycle Support

- Claims
  - First Notice of Loss – Intake and Set-Up
  - Investigation, Evaluation and Payments
  - Loss Run Management
  - Subrogation and Compliance

Measure of Our Success

- Finance & Accounting
  - Technical Accounting
  - Regulatory/Financial Reporting
  - AP and AR Management
  - SOX and Internal Audit
Measure of Our Success

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6. The Way Forward

Australian startup MGA launches personal lines and SME insurance

- Xceedance delivered a bespoke automated PAS with a built-in customized rating and pricing engine.
- The PAS helps onboard multiple brokers and allows them to bundle various lines of insurance (home, landlord, motor, SME) into a single package policy.
- Progress report for the first six months post-implementation:
  - 2000+ brokers onboarded
  - A$30m written in premiums

UK MGA transforms underwriting operations for HNW policies

- Xceedance engineered an integrated PAS and rating/pricing engine for multiple lines of business. The system:
  - Utilizes data feeds to considerably reduce the number of risk evaluation questions a prospective client must answer
  - Boosts straight-through processing by leveraging machine learning to draw on underwriters’ decisions
- Just 2-3 underwriters can underwrite several hundred policies each week with Xceedance MGA Agility Suite.

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About Xceedance

Xceedance is a global provider of strategic consulting and managed services, technology, and data sciences to insurance organizations. Domiciled in Bermuda, with offices in the United States, United Kingdom, Germany, Poland, India, and Australia, Xceedance helps insurers launch new products, drive operations, implement intelligent technology and blockchain solutions, deploy advanced analytic capabilities, and achieve business process optimization. The experienced insurance professionals at Xceedance enable re/insurers, brokers, and program administrators worldwide to enhance policyholder service, enter new markets, boost workflow productivity, and improve profitability.

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