InsureSight® for Carriers with Case Analytics, developed by iPipeline's data analytics and data science team, is an analytics and benchmarking service that provides you with invaluable insight into how your distributors are performing, the best opportunities for market penetration, sales performance of your products compared to competitors', and so much more.

iPipeline's solutions enable some of the nation's most successful carriers to achieve new efficiencies, sell more, and remain competitive. **To reimagine how you do business and schedule an InsureSight for Carriers demonstration, contact sales@ipipeline.com, or speak with your designated Director of Sales.**

DISTRIBUTOR AND PRODUCT SCORECARDS

Curious how your distributors are stacking up against each other? What about your products? InsureSight's scorecard feature provides you with a ranking of every distributor selling your products, as well as how your products are performing. Each distributor and product scorecard shows their overall ranking, as well as where they place in terms of cases, premium, cycle time, and placement ratio.

INDUSTRY PRODUCT TRENDS

InsureSight's product marketing dashboard allows you to easily analyze industry trends and locate the best markets, geographically and demographically, to introduce your products. For each product, you gain access to an industry-wide view of which geographic locations hold the most premium penetration, the primary buyer demographics, and the average face amount across the industry.

QUICK ANALYSIS AGAINST THE INDUSTRY

With InsureSight, you get detailed vision into the performance of not only your products, distributors, and vendors, but also how they compare to the industry average. Easy-to-view charts and widgets help you to identify underperformance or exceptional sales in an instant. Simply click a data point in any chart for a case drill-down into what's contributing to that average.

ANALYTICS BY LOCATION COMPARED TO INDUSTRY

InsureSight's Regional Dashboard provides you with a map of the United States, color-coded by your total number of cases, premium amounts, or agent and insured distribution. Cross-referenced with industry-wide data, you have insight into what percentage of the market you hold in a specific state and can even compare it to your market share in previous years.

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FEATURES:

- Color-coded thresholds for easy identification of underperformance
- Ability to bookmark pre-filtered views for quick reference
- Filter by product, distributor, location & more
- Advanced filters provide granular analytics
- Benchmark your organization's KPIs against the industry
- Drill down by city and state
- Distributor scorecards with KPI rankings
- Flexible scheduling of reports and exports

BENEFITS:

- Analyze white space for your entire product portfolio and identify markets for entry of new products
- Gain vital insight into revenue, product performance, and operational performance across your enterprise and against the industry
- Study trends throughout the industry across various KPIs
- Compare your cycle time and placement ratios to those of your competitors
- Scorecards for each of your distributors allow you to quickly compare their case, premium, cycle time, placement ratio, and overall ranking
- Detect unusually low placement ratio or high cycle time at a glance
- Leverage your vendors' requirement orders and average-time-to-fill benchmarks against the industry, or over time, to negotiate terms
- Review your data over time by month, quarter, or year, to identify more granular trends

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