Cogitate

WSIA Insurtech Exhibitor Theater
Key Implementation Outcomes of 2023

Presented by Rob Zuzula, National Sales Director

Program Managers

Wholesalers

MGAs

Insurance Technology by Insurance People

ROB

"Let's start with a very brief background on Cogitate. We've been around since 2012. We offer cloud-native policy, billing, and claims modules to support the complete policy and claims lifecycles. Serving both the carrier and DUAE, we're addressing key challenges with capabilities that are delivering **incredible** results for our clients -- you'll be learning about these in just a minute.

But first, let's review the key challenges we're addressing to bring success to our clients – especially in the E&S space. And...we move fast. Our solutions are microservices architected - we can easily implement just the components you need for your unique business model, and we also integrate with your other trusted solutions."

Top 5 Problems Cogitate is solving

- Simplify and digitalize underwriting, billing and claims processes.

- Enable 'speed-to-market' of new products and faster response to market events with low-code/no-code.

- Empower our clients with better risk selection to assure profitable growth.

- Provide deep data analytics and insights for smarter decision making.

- Offer a single unified platform with 60+ third party integrations.

Digitalizing Insurance Value Chain

Cogitate DigitalEdge Insurance Platform
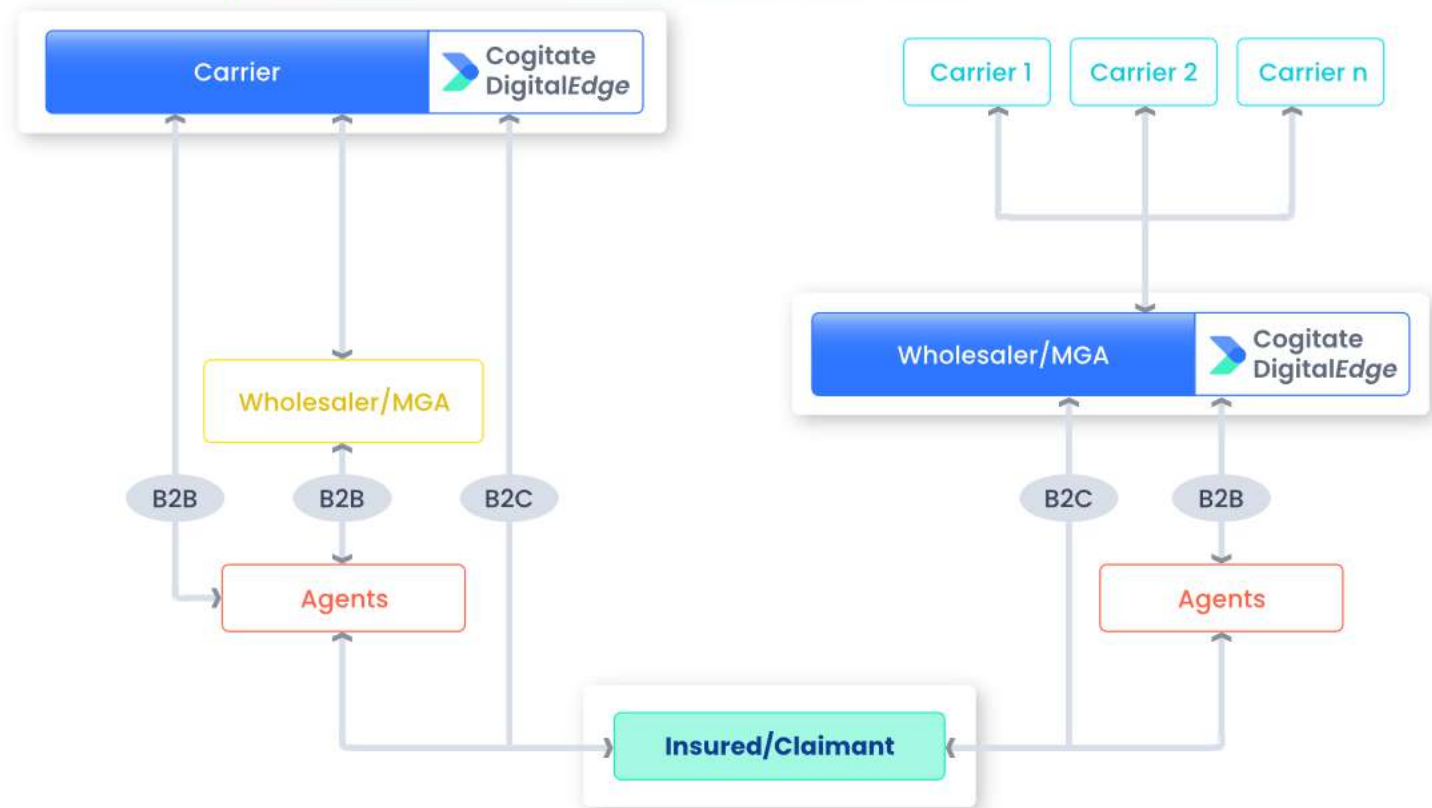
ROB

"As I mentioned, we're going to look at incredible outcomes in commercial, professional, and personal lines today, using key platform functionality to support rapid growth. These examples highlight the power of data integrations for prefills and validation, Cogitate's rater, underwriting intelligence, and analytics. And we'll touch on a few new features like tower management,– all created to streamline the way your teams work while managing growth and working brilliantly with your distribution network."

Cogitate Digital*Edge*
Insurance Platform

- **Reimagine**
- **Realign**
- **Transform**

to create a "Powerful" insurance user experience.

PERSONAL LINES

PROFESSIONAL LINES

COMMERCIAL LINES

Personal Umbrella · Condo-minium · Personal Auto · Personal Property

Professional Liability · Cyber Liability · Management Liability

Commercial Auto · Commercial Property · Builder's Risk

DIGITAL*EDGE* POLICY

DIGITAL*EDGE* BILLING

Cogitate Digital*Edge* Insurance Platform

DIGITAL*EDGE* CLAIMS

Configuration Hub (Low-code/No-code)

Artificial Intelligence & Machine Learning

Business Intelligence

Adaptive · API · Integration

Third-Party Data Providers

Headless Implementation

Homogeneous User Experience

Cogitate

ROB

"A key component of today's modern insurance platforms is the ability to easily integrate with third-party data and solution providers to give your team a unified and streamlined experience. So, I want to briefly stop here and share a sampling of the 60+ partners we're integrated with. If your current system doesn't easily integrate with these or other partners and you're looking for a modern platform – reach out and let's chat about the game-changing user experience and benefits our clients are accessing every day."

Digitalize with
Cogitate Adaptive APIs

60+
Integrations

Digital*Edge* P&C Core Suite Ecosystem

MARKEL

maprisk

CoreLogic

LexisNexis

ISO
A Verisk Business

HISCOX
encourage courage

HazardHub

canopius

PayPal

Google

MCMC

CHUBB

HELLOSIGN

Paymentus

sanctions.io

PBS
PREMIUM BILLING SYSTEM

nexmo

ONE INC

epay
policy

CONFIANZA
Confident Data-Driven Decisions

AA

Laserfiche

Verisk

VAVE

e2Value

TWILIO
SendGrid

Vertafore

Cogitate

"Okay – on to the good stuff! First up is a [fantastic specialty transportation](#) client. Key objectives for this client included streamlining submissions and reducing underwriting cycle times. The client requested a master submission process to reduce agent input, which would generate quotes for the 4 LOBs for the underwriter to review. Once bound, a unique policy for each LOB is generated for post-sale servicing."

Challenges & Objectives of a

MGA & Carrier

Specialty Transportation

Offer 4 lines of business on a single policy – Commercial Auto Liability, Physical Damage, Motor Truck Cargo, General Liability

Increase ability to handle more quotes and get more submissions

Scale 5x under the current cost structure

Cogitate

ROB

"Check out these results! This client handled 72% of the prior year's **total** volume in just the first 3 months on Digital*Edge* Policy – with the same staff! The complexity of this implementation is tied to the customization required to meet the client's commitment to minimize agent input and streamline internal underwriting processes. It has clearly paid off and I'll tell you that this client has wholeheartedly shared that **they would not be where they are today if not for Cogitate.**"

"In just 3 months, the team quoted 72% of the previous year's total volume with no increase in headcount. This would equate to an annualized 200% increase in our volume capacity."

How we rank this Project

Complexity

Out of the box   Moderate   Complex

Time to complete

3 Months   6 months   9 months   12 months

Cogitate
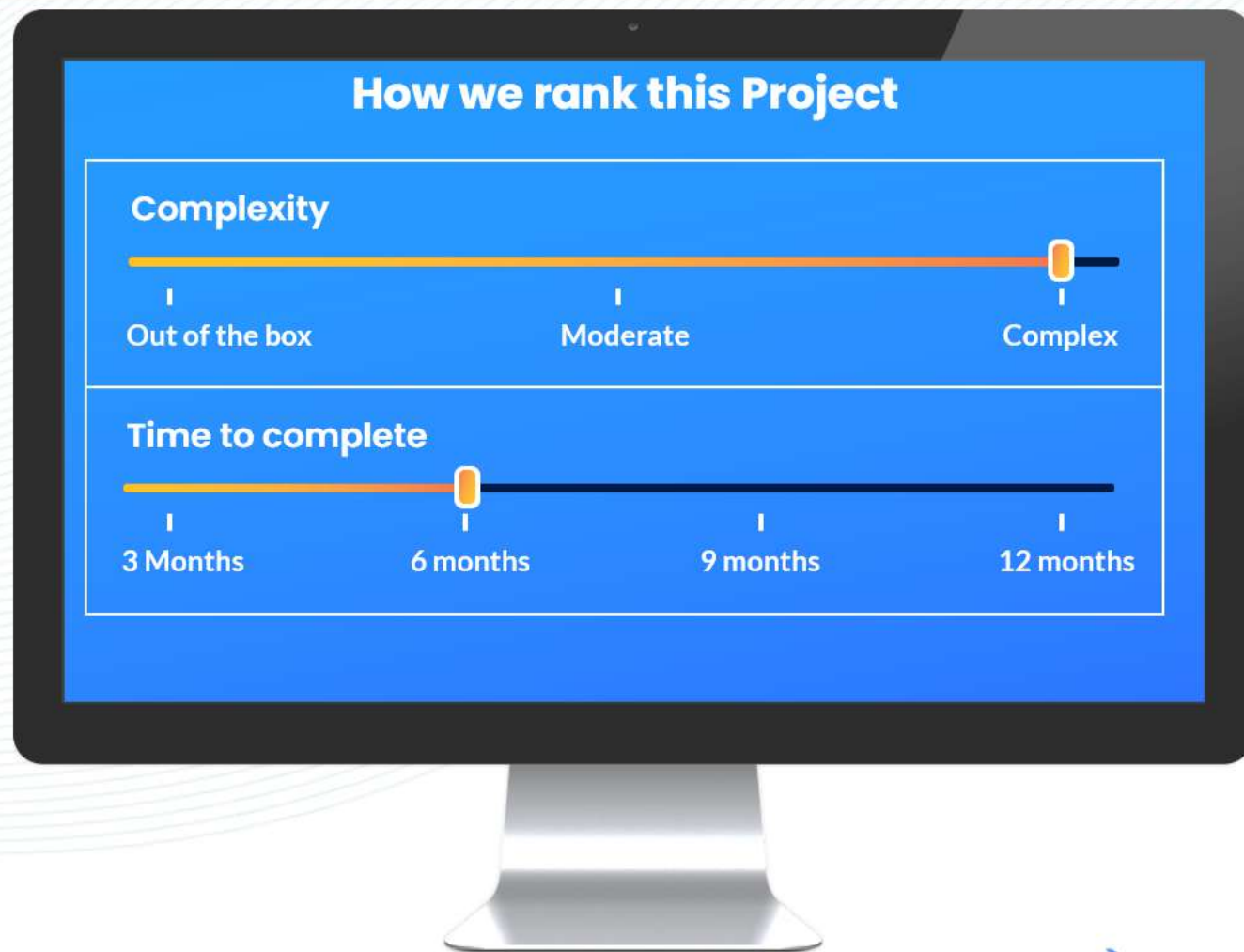
"This is another super exciting new implementation. This professional liability client was 2 ½ years into the business and experienced rapid growth that manual processing couldn't support. What was most important to them? A highly digitized experience to process submissions, underwriting, policy servicing, and claims. Key integrations like sanction.io and S&P Cap IQ support quick validation to let underwriters know they can proceed with submissions. Also, their ability to manage towers was critical and we've built a slick user experience for underwriters to tailor the layer within the Excess Liability and specify all other layers within the stack for each submission. Finally, they're building a data lake, and our ability to export all of their data is helping them realize goals for better use of their data in predictive analytics."

Challenges & Objectives of a

Startup MGA/MGU

Professional Liability

Launch a highly automated policy and claims platform.

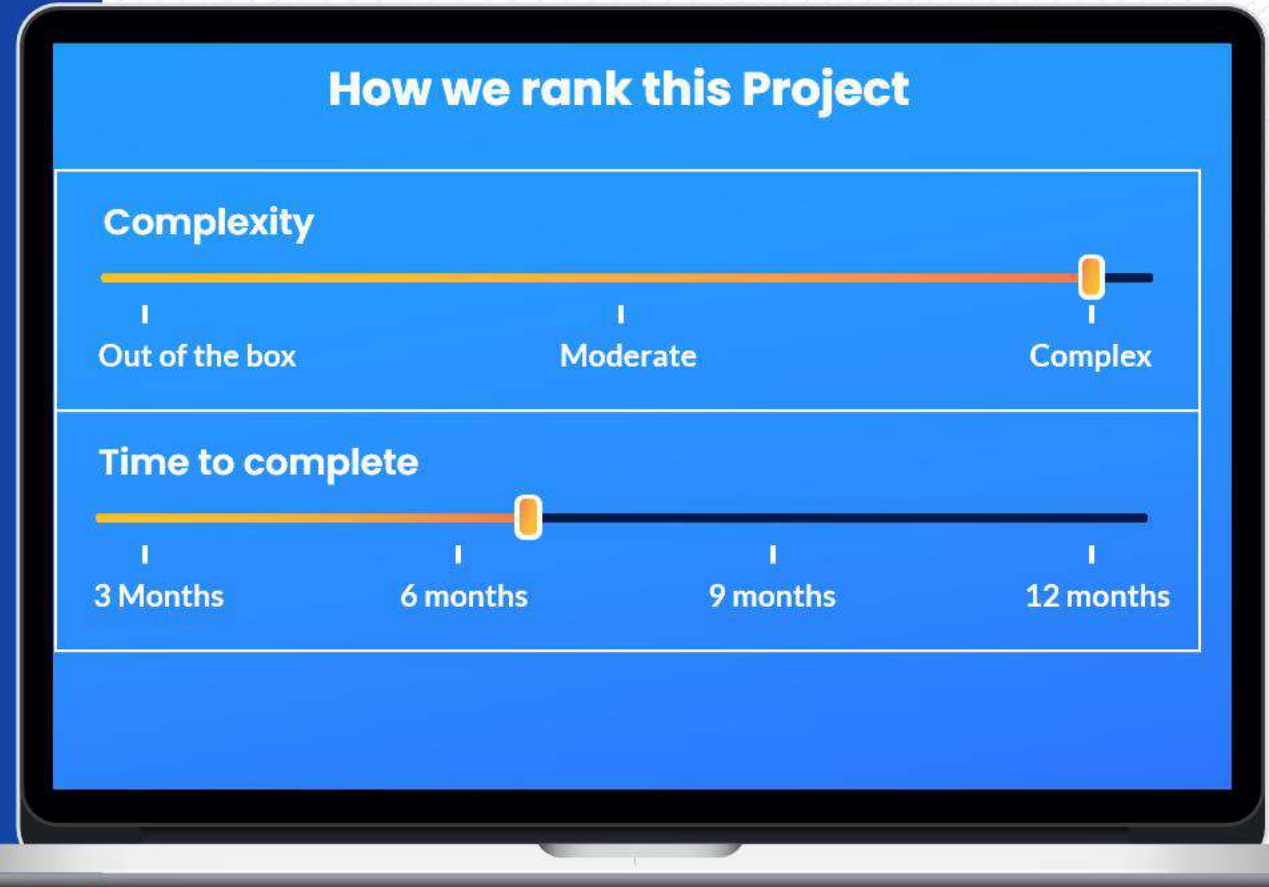Leverage third-party integrations to speed underwriting and claims decisions.

Ability to tailor the layer within the Excess Liability tower and specify all other layers within the stack for each submission

Cogitate

ROB

"Needless to say, this was a highly complex project! We launched both policy and claims in just 7 months. The delivery team did a stellar job, with zero UAT defects across 10 sprints, all of which were delivered on time and of the highest quality. The user experience on this platform is a hit with staff. Reducing submissions from 45 to 3 minutes is a clear benefit!"

"I'm excited to use Cogitate to drive both top and bottom-line performance and profitability. We've reduced submission intake from 45 to 3 minutes and we're producing quotes in 10 minutes."

How we rank this Project

Complexity

Out of the box   Moderate   Complex

Time to complete

3 Months   6 months   9 months   12 months

Cogitate

Challenges & Objectives of a

MGU of a Global Wholesale Broker

Homeowners

California

Rapid Access to New Market

API Driven Rate, Rule, Forms

Intuitive digital submission experience and agent can bind and issue policy

Cogitate

"The immediate success right out of the gate is amazing and shows the opportunity the client has seized. The message here is this: whether you've got a complex or straightforward need, we're getting it done at Cogitate. And our implementation times are only getting faster with our continuous improvement and investment in LCNC tools for our developers to accelerate the process."

"We've already received $10MM in submissions and written $1MM in the 1st month on the platform."

How we rank this Project

Complexity

Out of the box   Moderate   Complex

Time to complete

3 Months   6 months   9 months   12 months

Cogitate

"I appreciate your time with today's presentation and hope that you'll reach out to me directly to continue a discussion one-on-one! I leave you with a quick glimpse of our leadership team, with deeply immersed experience in the insurance space.

You can reach me at **rzuzula@cogitate.us**. Have a great rest of your day!"

Cogitate

Insurance Technology by Insurance People

100+ years of combined insurance industry experience

Arvind Kaushal
CEO & Co-Founder

Jacqueline M. Schaendorf
CPCU, Co-Founder & Director
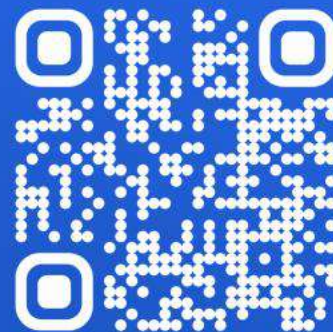
Jill K. Jinks
CPCU & ASLI, Co-Founder & Director

Piyush Singh
CPCU, Director & Board Member

Cogitate

Cogitate

www.cogitate.us

sales@cogitate.us