



# KNOCKING DOWN EDELIVERY CHALLENGES

GETTING IT RIGHT WITH  
EDELIVERY CAN HAVE BIG  
IMPACTS ON YOUR BUSINESS.



# WHAT'S INSIDE?

There's a lot of reasons why carriers struggle with eDelivery projects. We're here to talk about how to get past some of what are seen as the biggest roadblocks to eDelivery success.

## Internal Resource Constraints

Carriers are being pushed to do more projects with less staff and funding. This means many of these are continually pushed off or never done at all.



By selecting a flexible eDelivery platform, carriers can save over 50% of the normally associated project

## Distribution Needs

Distribution channels have different needs, workflows, and ways they support their business. Many times, carriers fail to address each of the channel requirements, ultimately leading to poor adoption.



Dramatically improve adoption and satisfaction by putting the power of change in the hands of your distribution.

## Just Getting Ready

Often carriers feel like ePolicy delivery has too many moving parts and stumble just trying to get all of the pieces in place.



Cut implementation times by as much as 75% with out of the box thinking and flexible integrations.

EDELIVERY ~~SHOULD~~  
BE EASY!  
CAN



# GETTING READY TO GET READY

**4 out of 5 carriers** think ePolicy delivery is complicated and **don't know how** to get the project off the ground.

## What if you...

- Didn't have to be PDF Ready
- Could use any data format you wanted
- Weren't required to tag every document
- Didn't have to compile the document package before you sent it
- Your vendor partner could build the package from multiple admin systems
- Your BAs could work the project instead of your developers



ePolicy delivery doesn't have to be complicated to get a robust solution. Many carriers believe that there are hard requirements because that's what they've been told by vendors or their IT staff based on what they know.

Nothing beats a good solid implementation plan, but an easy to implement platform comes in as a close second. Offerings like expedite can help carriers easily navigate the implementation process and provide flexibility to accommodate everything from taking in data to building policy packages on the fly. This also dramatically reduces the risk as this approach requires less configuration within existing carrier systems and places the workload on the ePolicy platform itself.

**eDelivery implementations can be fast, flexible, and friendly.**



# INTERNAL RESOURCE CONSTRAINTS

**Insurance carriers** are saying that they have **7-10 X as many projects** that need to get done each year **than they have staff to complete.**



Vision and keeping ahead of the competition is what makes your distributors, agents, and consumers coming back every day. The reality is that many carriers are faced with tough choices of how to maximize their vision due to lack of internal resources. There are simply too many projects and too little staff to make them all happen.

Great eDelivery platforms should help carriers get beyond the “staffing barrier” and be flexible enough to take and send data in a variety of formats, have the ability to compile your documents together in any order you pick, and not require your documents to be PDF ready. Moreover, they should require little to no development resources and instead rely on a BA and project lead to implement.

Such eDelivery platforms can dramatically reduce the required resources at a carrier thus freeing them up to work on other vision critical projects. Doing so can give a carrier a quick win with both senior leaders in the organization as well as distributors and agents in the field.

# 1/2

eDelivery  
at half the  
cost, half the  
resources, and  
half the time to  
implement.



# DISTRIBUTOR NEEDS

As more and more carriers roll out their own eDelivery solutions, they often over simplify the process making it difficult, for distributors to use these platforms well. Why are distributors struggling? Because the eDelivery landscape is cluttered with too many carrier one-off solutions and selling channels are starting to demand more.

**72%** OF DISTRIBUTORS WANT MORE CONTROL OVER THE EPOLICY DELIVERY PROCESS.



## IS YOUR EDELIVERY READY FOR

- Unique distributor workflows
- Working with a processing center
- Broker Dealer requirements
- Adding 3rd party compliance documents
- Custom distribution emails
- Setting custom alerts
- Managing auto-approvals
- Multi-carrier dashboard

In today's competitive environment, carriers are being asked more and more to meet the unique needs of their distributors. Managing an eDelivery platform comes with the same set of challenges as these distributors are selling into different channels. It's no wonder that adoption is difficult because often these demands are becoming *non-negotiable* as certain channels are being forced to meet tougher compliance and customer requirements.

For many carriers these challenges only compound themselves and ultimately make these technologies impossible to support. Carriers should be looking towards technology vendors to help solve these problems instead of making them worse. PSG's eDelivery platform, expedite, gives carriers the ability to build a core document package with specific rules, while also allowing distributors to manage unique needs on their own without involving the carrier.. This frees up carrier resources without restricting the field - all in all, everyone gets what they need and adoption goes up dramatically.

# OH, OH, IT'S MAGIC



## Fast • Flexible • Friendly

ePolicy delivery is becoming table stakes for most carriers today, and those with one that can meet the demands of their varying distribution channel needs will be holding all the right cards. Carriers need to ask themselves how they are going to compete with inadequate solutions that cannot pivot quickly in today's ever changing landscape.

With expedite, it's truly magical how easy and fast it can be to offer a great ePolicy delivery solution. Call us today to see why carriers just like you are choosing expedite to make a positive difference with their customers.

[info@psginc.co](mailto:info@psginc.co) | 866.236.6262 x 225