


HOW INSURANCE COMPANIES USE ANALYTICS TO GET A COMPETITIVE EDGE

In this era of unprecedented economic, regulatory, and technological change, insurance companies need a powerful, agile, and secure analytics solution that can help them transform their data into a lasting competitive advantage.

Services

Situations

Resolution


CLAIMS FRAUD
DETECTION



FRAUD results in losses of \$80 billion a year for insurers.

Coalition Against Insurance Fraud

Analytics provides insurance companies with sophisticated analytics and visualizations that enable them to monitor, detect, and prevent fraudulent claims.


CUSTOMER
RELATIONSHIP
MANAGEMENT



ONLY 63% of leading insurers prioritize the use of customer data for needs-based selling.

Accenture, Distribution and Agency Management Survey 2015 Report: Reimagining Insurance Distribution

Analytics arms insurance agents, executives, and marketing professionals with real-time insights into customer data so they can:

- Identify new opportunities
- Build loyalty
- Drive revenue growth


DATA-DRIVEN
DECISIONS



ONLY 46% of insurance executives describe the decision-making in their organization as **highly data-driven**.

PwC's Global Data and Analytics Survey 2016: Big Decisions™

Analytics gives everyone from executives to analysts the ability to easily access and analyze large amounts of data, helping them make better-informed decisions.


SALES AND
DISTRIBUTION

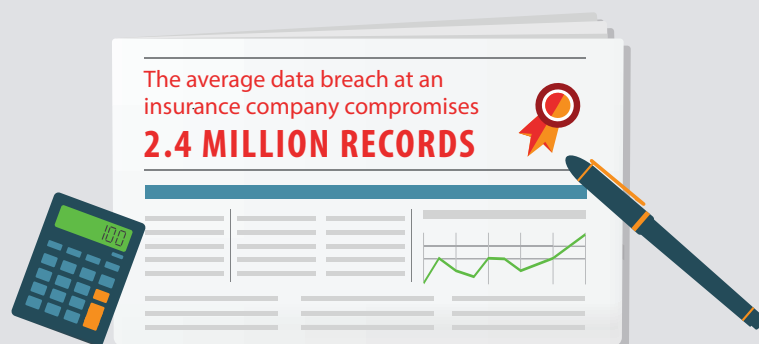
91% of insurance companies report that managing the day-to-day relationships with agents is a challenge.



Celent, 2015 Strategic Issues in Insurance Distribution Management Research Report

Analytics mobile apps streamline communication and boost the productivity of insurance sales teams by providing them with instant access to critical systems and information.


SECURITY



2014 Cyber Claims Study

Insurance companies with strong, modern multi-factor authentication that protects both physical assets and sensitive enterprise information systems.

Leading insurance organizations rely on Analytics to analyze and manage policies, claims, risk, and agent productivity.

Learn more at Enviro-gestion.com/solutions/Insurance

MCT TECHNOLOGY