

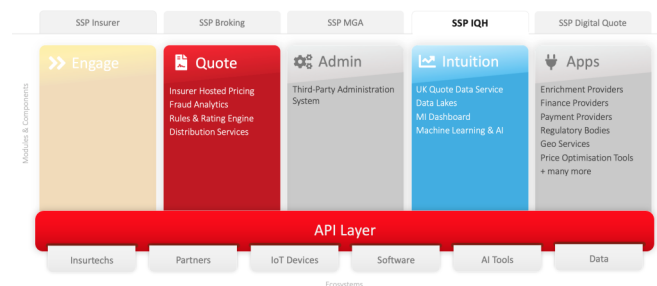


Company Snapshot

SSP Intelligent Quotes Hub

INTELLIGENT QUOTES HUB SUMMARY

“When insurance companies gain control of their pricing, they gain control of their revenue stream. SSP IQH is designed to give the business users within the pricing team complete control over pricing, rating and data enrichment, to help simultaneously improve agility, increase sales and deliver a better loss ratio. The solution provides a single orchestration hub for all channels to market, creating significant efficiency gains around pricing and rating changes.” - Dean Richardson, Director of Sales



ALTUS REVIEW

KEY METRICS

Product(s): **Personal and Commercial Lines, Accident and Health**

Founded: **1984**

Headquartered: **Halifax, UK**

Customers: **800+ worldwide**

Volume of Quotes: **5m+ Daily**

Rating Rule Sets: **110m+ Daily**

Uptime: **99.95% over last year**

The SSP Intelligent Quotes Hub (IQH) is a pricing, rating and data enrichment orchestration hub that allows business user configuration enabling Insurer Hosted Pricing. The service includes Risk Selection, Data Enrichment, Rating & Pricing, Price Optimisation and upfront Fraud Investigation.

The hub deals with quote requests from back office systems, direct web channels, broker systems and any of the 22 aggregators. The services are available for full-cycle transactions including new business and renewal quotes, and all other transaction types. The key differentiator with the IQH product is its openness and connectivity. The solution enables integration with a suite of data providers to enhance the base quote data received, leading to increased accuracy of pricing and the ability to enhance the customer journey by requiring less customer input to produce a binding quote. Legal & General launched their ‘SmartQuote’ household proposition based on IQH.

The hub is aimed at the full market including Insurers, Brokers and MGAs. The aim of the tool is to give the businesses the power to produce full pricing and rating flows with minimal intervention from IT departments and SSP.

The tooling includes the SSP Intuition data lake allowing customers to access insight into their accepted and rejected quotes through all channels. This can be enhanced with further insight into competitor quotes with an anonymised data set of all quotes offered through the hub across the customer base.

Further capabilities are available through the SSP Verify component, which allows clients to see data that customers have submitted for quotation with other providers or via different channels to help identify and eliminate fraud at the point of sale.

SSP Intelligent Quotes Hub

Data-centric pricing orchestration hub

Easily integrated to wider ecosystem

Highly configurable, flexible and agile

Scalable with AWS cloud infrastructure

Enabling whole of market distribution

Delivering powerful management intelligence

Altus Capability Mapping: SSP Intelligent Quotes Hub

The **Altus Capability Model** enables organisations to define what they do using a common language and understanding of the make-up of an end-to-end Insurance business.

Using the **Altus Insurance Capability Framework**, we have mapped the SSP Intelligent Quotes Hub to our General Insurance reference model, across over 1,200 capabilities, summarised in the diagram below. Additional lower level capability mapping has been captured in our PEAK platform and is available on request.

“SSP IQH gives the business user control over pricing flows for New Business, MTAs and Renewals. Flows can include rating rules, data enrichment, fraud checks and price optimisation.

SSP IQH customers experience up to 300% increase in pricing agility, as changes to rules, rates and pricing flows take hours rather than weeks.” - **Dean Richardson, Director of Sales**



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