Pega Underwriting for Commercial Lines & Multinational Insurance

PRODUCT OVERVIEW

7.23



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This information is the property of:

Pegasystems Inc.
One Rogers Street
Cambridge, MA 02142-1209
USA

Phone: (617) 374-9600 Fax: (617) 374-9620 www.pega.com

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Pega's Underwriting for Insurance (PUI) application empowers commercial lines carriers to automate underwriting processes and eliminate manual work activities at an enterprise scale.

Dynamic case management guides underwriters, ensuring compliance and providing end-to-end visibility into all facets of the underwriting process. Insurers can review the status of submissions, quotes, and renewals in real-time, as well as pinpoint the need for additional work at any point in the lifecycle. This consolidated view of work-in-process also helps insurers manage, underwrite, and price risks with greater accuracy.

Pega delivers a truly reusable underwriting solution that simplifies and streamlines submissions, accommodates unique requirements by line of business, geography, or any other business factor, and delivers the agility needed to rapidly adapt business processes to changes in market and regulatory conditions.

Institutionalize best practices

- Ensure underwriting discipline across operations Business-defined underwriting rules and decisioning models apply relevant experience and best practices to optimize performance. Automated guidance provides assistance throughout the underwriting process, reduces training time and helps drive work to completion.
- Optimize risk selection, pricing and portfolio management Pega's predictive and adaptive analytics enable insurers to execute data-driven strategies in line with profitability measures and long-term growth plans.

Simplify work to reduce costs

- Scale efficiently by improving underwriter productivity and collaboration Pega's dynamic case management lets insurers automate underwriting processes and bridge operational and technical silos. You can leverage existing technology and eliminate redundancy with fast, easy, and secure integration to multiple enterprise and partner systems.
- Streamline workflow and remove inappropriate manual steps Pega's combination of intelligent processes, dynamic rules, and seamless easy integration with legacy systems facilitate straight-through processing of low complexity submissions, automate key underwriting tasks, and ensure you meet the SLAs.
- Drive underwriting to meet company strategic goals Pega's predictive and adaptive analytics help underwriters align underwriting decisions with risk and profitability objectives.

Gain the power to change

 Ensure underwriting discipline across operations - Pega's build-once and "reuseeverywhere" capabilities allow insurers to embed underwriting in solutions leveraged by agents, call centers, and other channels, including social channels and mobile devices, without channel-specific coding.

٠	Target market opportunities proactively - Pega's flexible Build for Change technology enables insurers to create reusable solutions components. You can deploy new products, underwriting rules, operational processes, and regulations with shorter delivery times, improved product quality, and lower development costs.					

Commercial underwriting cases

Standard commercial cases

The following table lists the standard cases available with the Commercial Underwriting application. Based on your company's implementation, you may create additional or alternate business processes.

Case	Description
Commercial Property	New business submission for monoline Commercial Property.
Submission	
General Liability Submission	New business submission for monoline Commercial Property.
Commercial Auto Submission	New business submission for monoline Commercial Auto.
Commercial Package	New business submission for package policies that contain more than one line of
	business.
ACORD Commercial	New business submission for package policies that contain more than one line of
submission	business where a completed ACORD eform is uploaded to enter the application data.
Loss Control Survey	Sub-case to submission cases for loss control inspection surveys of locations on the
	application.
Workers Compensation	New business submission for Workers Compensation coverage.
Submission	
Proposal	Sub-case to submission cases where an Underwriter creates a proposal to the client for
	coverage as requested in the submission.
Renewal	Case to review Renewals prior to issuance in accordance with company underwriting
	guidelines.
Mid Term Amendment	Changes made to policies effective during the term of the policy that may or may not
	impact premium.

End-to-end process

Pega's Underwriting application empowers commercial lines carriers to automate underwriting processes and eliminate manual work at an enterprise scale. Pega delivers a reusable underwriting solution that simplifies and streamlines submissions, accommodates unique requirements by the line of business, geography, or any other business factor, and delivers the agility needed to rapidly adapt business processes to changes in market and regulatory conditions.

Underwriting case management

Case management guides underwriters, ensures compliance and provides end-to-end visibility into all facets of the underwriting process. Insurers can review the status of submissions, quotes, and renewals in real-time, as well as pinpoint the need for additional work at any point in the lifecycle.

Quote or proposal management

Underwriters can configure multiple quote options and proposals. Underwriter can distribute options for review using directed web access. Features a "Price-o-Meter" analytics example designed to guide underwriters to the right outcome by providing likely outcomes based on prior success.

Underwriting rules management

Business users can update and manage underwriting rules within defined parameters. Select underwriting rules can be exposed and managed based on user profile.

Multinational submission

Pega simplifies the management of large multinational risk submissions with an application that can intake and upload risk information, set up initial program structure and manage exposures or pricing at the individual country and program levels.

Product configuration and management

Pega's application includes the ability to rapidly define and reuse products directly within the system. User-friendly tools simplify complex product definitions and guide users through the configuration process to accelerate deployment of new products or product changes.

Midterm Amendment

Ability to process policy changes that take effect during the policy term that may or may not impact premium. You can make policy and coverage changes in addition to Cancellations, Cancel or Rewrite and Reinstatement.

Excel upload

Ability to upload multiple Excel files directly within the system and dynamically map headers to required data within the system.

Direct email

Internal operators can correspond with external parties via email directly from PUI, creating new email correspondence. You can receive the replies directly in the PUI and attached to the case creating an assignment for the recipient on the case.

Predictive or adaptive analytics

Underwriting analytics examples deployed directly within the underwriting process.

Underwriting authority management

Cascading review, management and approval process when underwriters exceed limits of authority. You can review and respond to approvals via email, as well as assignments within a case.

Role-based access and dashboards

Pre-built roles and dashboards for Account Managers, Underwriting Assistants, Underwriters and Underwriting Managers.

Underwriter desktop

Pega's application provides a single, unified, familiar interface for Underwriters integrated within your existing underwriting ecosystem. The application allows for Underwriters to modify coverages and limits, adjust endorsements and exclusions, perform schedule rating, and so on.

Submission creation

You can create submissions either manually or automatically through the upload of an application.

Product selection

Pega can automatically select the appropriate product for submissions based on effective dates, lines of business, jurisdictions, or other configured parameters.

Work assignment

Multiple assignment models are available. For example, you can configure assignments along dimensions such as Territory, Producer, Product Line, Authority, Underwriter Experience and/or Underwriter availability.

Appetite management

Business rules calculate and present risk appetite based on industry classifications allowing for routing rules.

360° view

Maintains a complete view and visibility into account, producer and submission as part of the evaluation process.

Clearance

Automated clearance check automatically launches a clearance review workflow to appropriate parties.

Underwriting guidelines

You can configure and automate underwriting checklists, rules and questions as a part of the underwriting case.

Customer or producer management

Pre-defined customer or producer search and side-by-side customer compare.

Task management

Users have the opportunity to define and create manual tasks. These tasks are automatically linked to the underwriting case.

Remarketing

Mark rejected proposals on new submissions to automatically create a new Remarket case prior to expiration. This allows competing again to win business.

Renewal management

You can configure the included renewal process based on the appropriate expiration dates.

Reporting

Pega-provided and report configuration wizard is available.

Insurance data model

Extensive library of insurance components, common objects, and data models based on industry standards.

Pega Cloud

Pega's scaled, tiered environment supports the licensed Pega platform, applications and transactional use cases for customer configured Pega solutions.

Data model

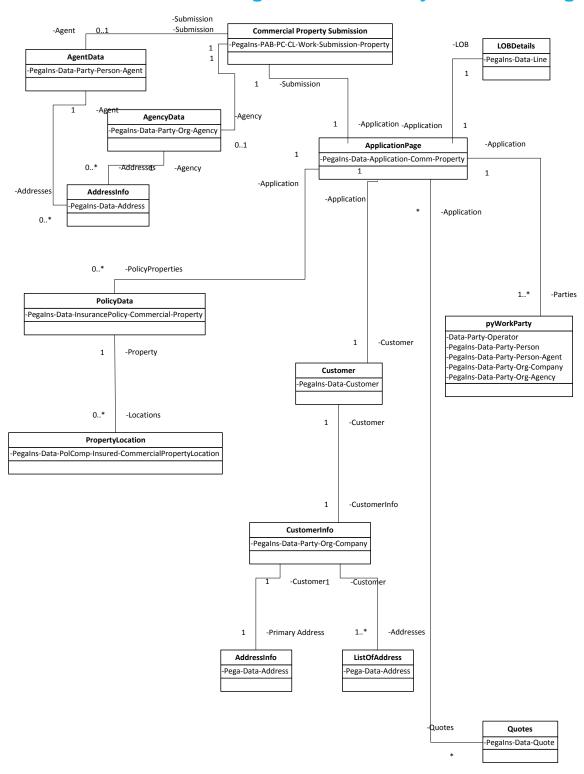
PUI provides common data objects to manage submission data. Some of the object types, such as Policy and Contract expect an external system of record to source data.

The following matrix provides the key objects used in the Underwriting application and their respective Data Classes.

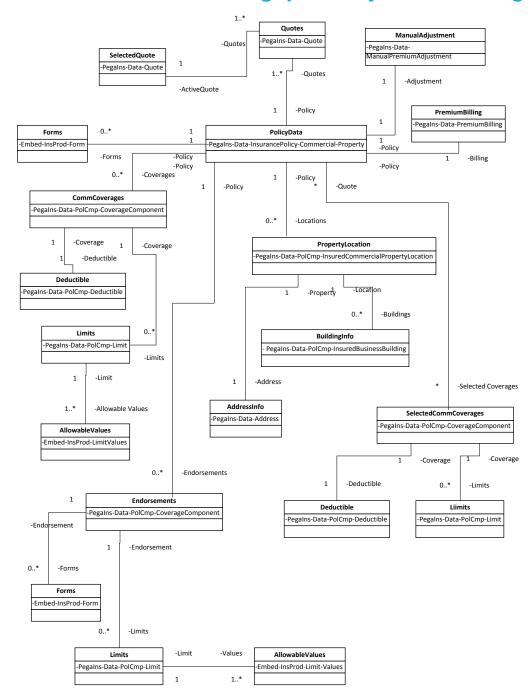
Object	Class	Description	
Insurance Policy	Pegalns-Data-InsurancePolicy	Represents a general insurance policy. It is	
		specialized by its LOB specific subclasses.	
Customer	Pegalns-Data-Customer	Contains data pertaining to the Applicant.	
Quote	Pegalns-Data-Quote	Pertains data pertaining to the quotes associated	
		to the Application.	
Submission	Pegalns-Data-Submission	Contains data pertaining to a Submission.	
Policy Components	Pegalns-Data-PolCmp-	Contains data pertaining to the Policy	
		components for all LOBs.	
Premium Billing	PegaIns-Data-PremiumBilling	Contains data pertaining to the billing related	
		information.	
Line of Business	Pegalns-Data-Line	Contains LOB related details.	
Discount Code	Pegalns-Data-DiscountCode	Contains discount codes used in commercial	
		submission.	
Hazard Code	Pegalns-Data-HazardCodes	Contains hazard codes used in commercial	
		submission.	
Surcharge Code	Pegalns-Data-SurchargeCode	Contains surcharge codes used in commercial	
		submission pricing.	
Agency	Pegalns-Data-Party-Org-Agency	Contains data about the insurance agency.	
Agent	Pegalns-Data-Party-Person-Agent	Contains data about the insurance agent.	
Coverage	Rule-InsProd-Coverage	Contains data on the coverage that is used to	
		make up a product.	
Coverage Component	Pegalns-Data-PolCmp-	Contains data on the limits or deductibles of a	
	CoverageComponent	coverage.	
Covered Risk	Rule-InsProd-Risk	Contains data on the risks covered by products.	

Note: For detailed information about objects used in the Underwriting application and their respective Data Classes refer to, Pega Underwriting for Commercial Lines Insurance User Guide available on the PDN.

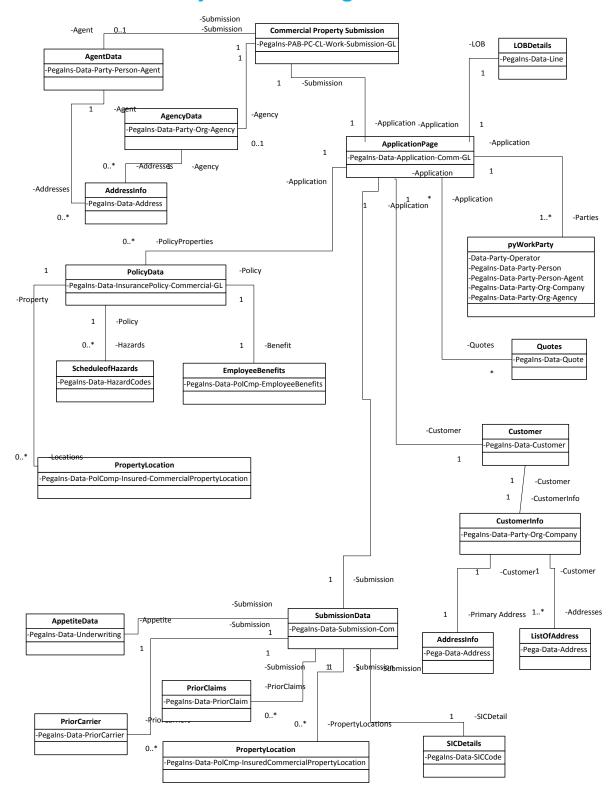
Commercial underwriting submission object model diagram



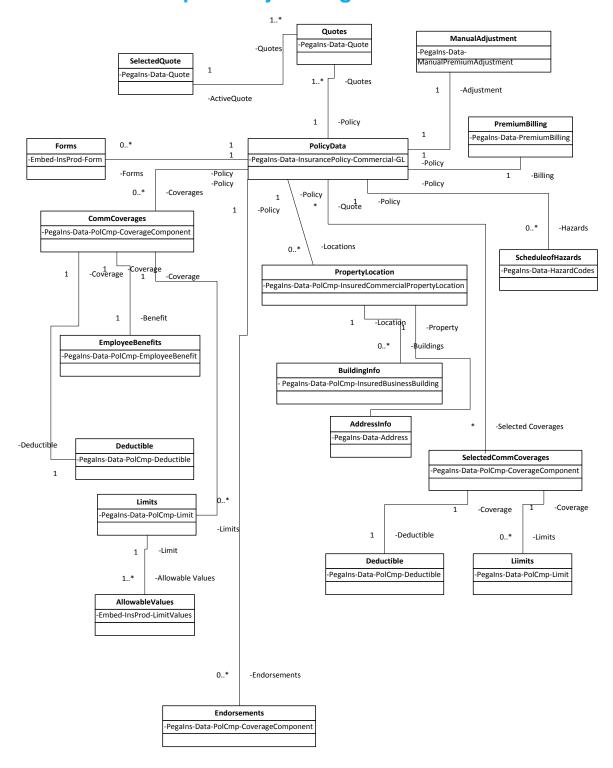
Commercial underwriting quote object model diagram



Commercial GL object model diagram



Commercial GL quote object diagram



Roles

Pega Underwriting for Insurance supports key roles in the insurance sales process.

The following table describes each of the roles shipped with the Commercial Underwriting application and their default portal.

Role	Description	Default Portal
CSR	CSRs handle back office data entry. They can enter new business	User Portal
	submission data, process clearance requests, or other non-	
	customer facing functions.	
Underwriting Assistant	Each Underwriter is matched up to an Underwriting Assistant that	Underwriter Portal
	reviews submissions for completeness prior to presentation to the	
	Underwriter. The UA also prepares binders for issuance.	
Underwriter	Underwriters do the heavy lifting of reviewing submissions and	Underwriter Portal
	preparing proposals.	
Underwriting Manager	Supervisors of Underwriters that may be required to approve	Underwriter Portal
	proposals based on Underwriters' Letters of Authority.	
Account Owner	The Account Owner is responsible for specific customer accounts	Account Owner Portal
	assigned based on the Agency or Broker of a submission. The	
	Account Owner is ultimately responsible for the sale.	

Portals

PUI has four pre-configured portals available to users:

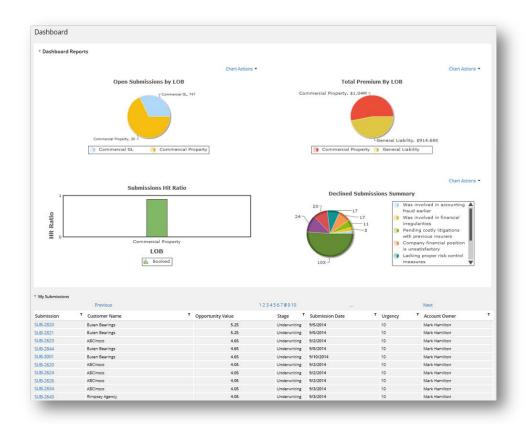
- Underwriter portal
- Account Owner portal
- Case Manager portal
- User portal

The users can customize all the portals. The following subsections describe the sample features provided for each portal:

Underwriter portal

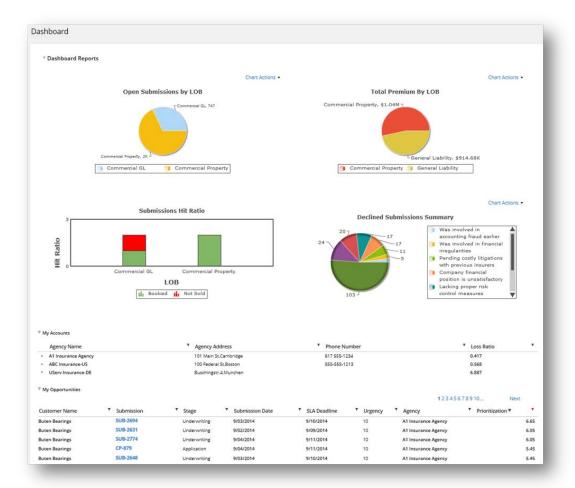
- Reports/Graphs
- Worklist
- Customer Management
- Recent Cases
- Manage Change (Underwriting Managers Only)

- Team Members worklists
- Workbaskets
- My Submission
- My Cases
- Followed Cases



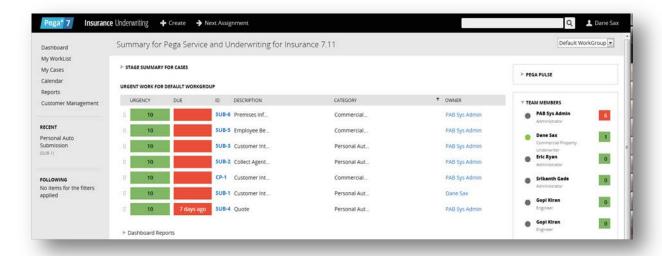
Account owner portal

- Reports/Graphs
- Worklist
- Customer Management
- Recent Cases
- Team Members work lists
- Work baskets
- My Accounts
- My Opportunities
- Followed Cases



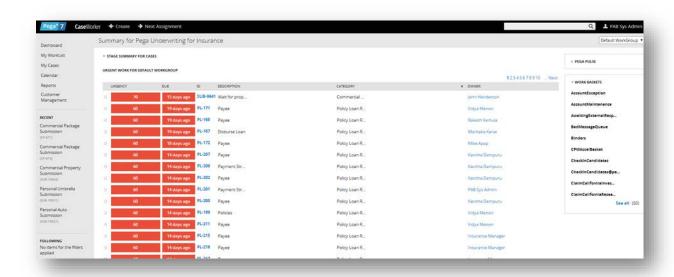
Case manager portal

- Reports/Graphs
- Worklist
- Customer Management
- Recent Cases
- Manage Change (Underwriting Managers Only)
- Team Members work lists
- Work baskets
- My Submission
- My Cases
- Followed Cases



User portal

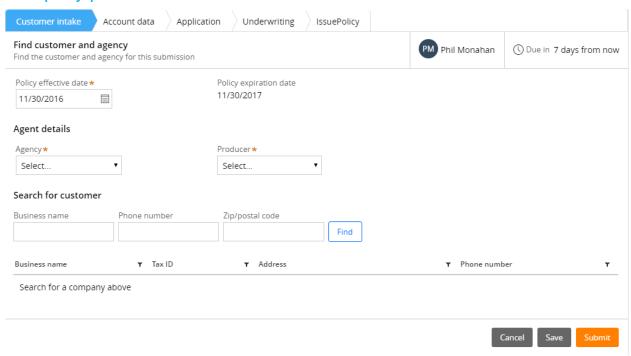
- Reports/Graphs
- Worklist
- Customer Management
- Recent Cases
- Team Members work lists
- Work baskets
- Followed Cases



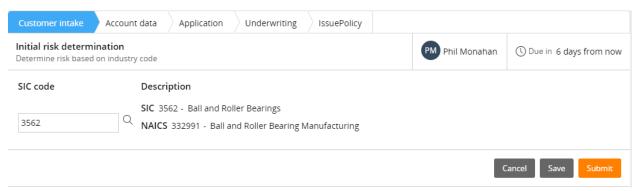
Sample screen shots

Submissions

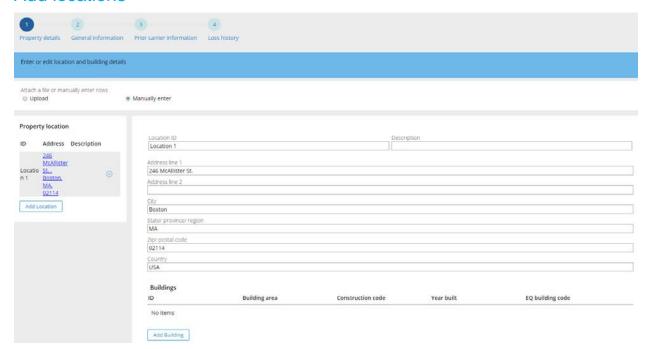
Company profile



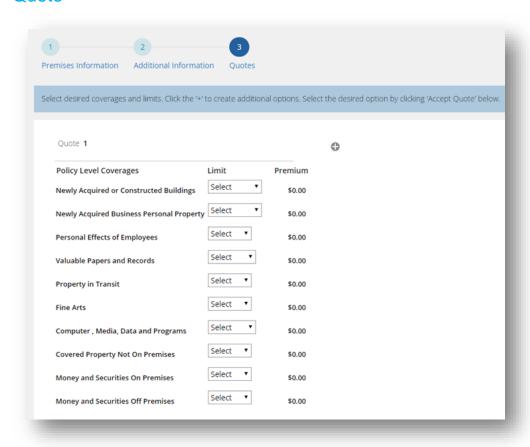
SIC wizard

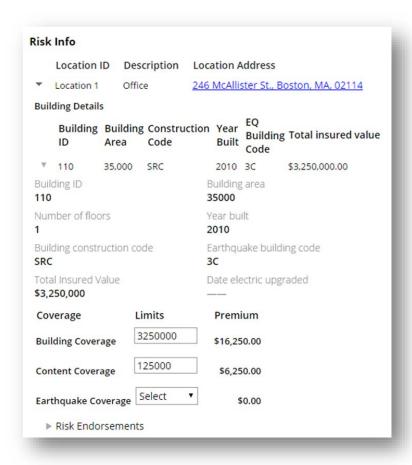


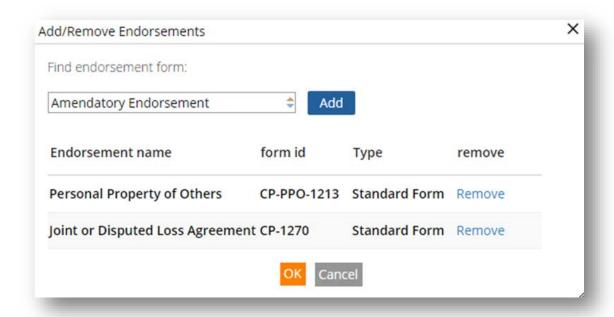
Add locations



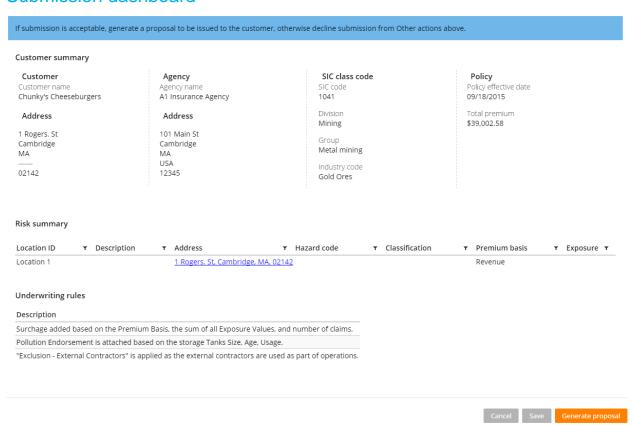
Quote



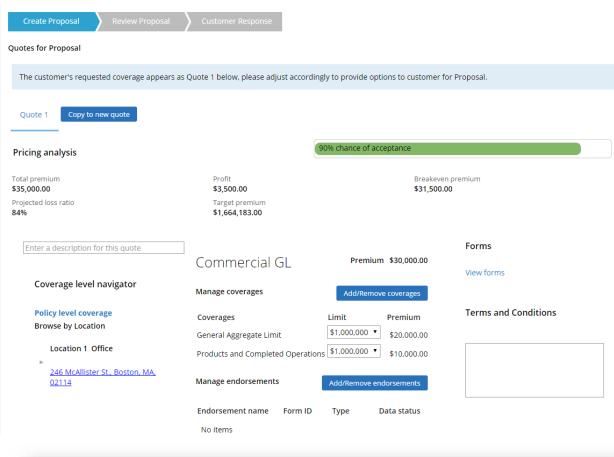


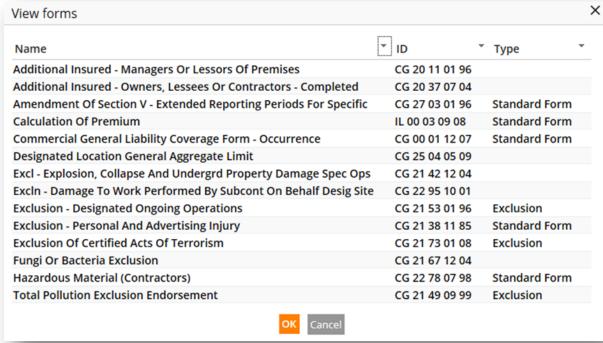


Submission dashboard

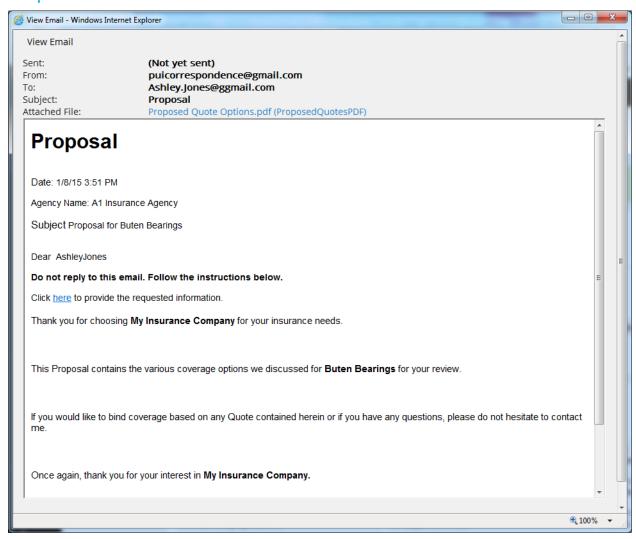


Proposal



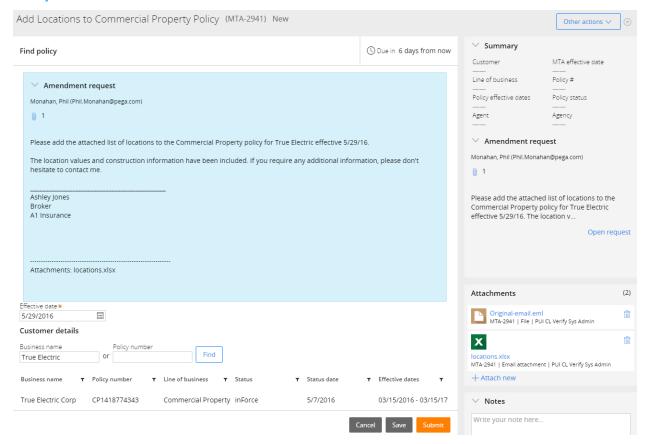


Proposal email

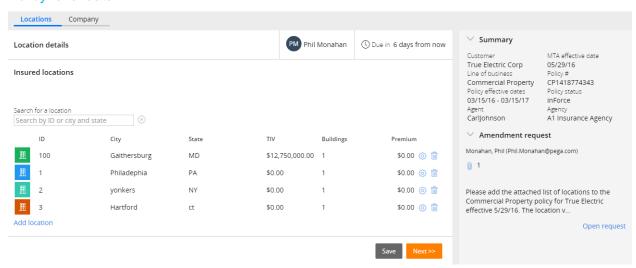


Midterm Amendment

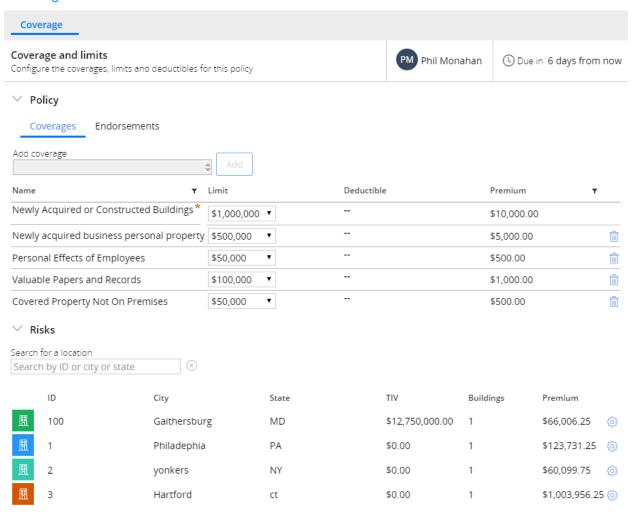
Policy selection



Policy level data



Coverages



Confirmation

Review changes



① Due in 6 days from now

Select underwriter review from other actions to send the MTA case to the underwriter to review prior to issuance

Premium change

New annual premium Annual difference Pro-rated difference \$1,270,793.50 \$1,270,793.50 \$1,232,669.70

Summary of changes

✓ Additions

New locations added

Location ID	Location address	# of buildings	Location TIV	Coverage amount
1	54 City Street, Philadephia, PA, 19144	1	\$0.00	🕀
2	11 ridge hill rd, yonkers, NY, 10710	1	\$0.00	🕀
3	246 Farmington Rd, Hartford, ct, 6105	1	\$0.00	🛟

New buildings added to existing locations

Location ID Building ID Construction type Coverage amount

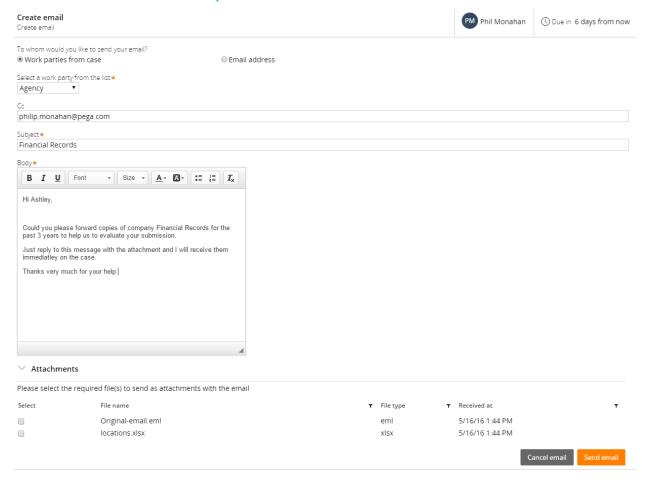
No new buildings added to existing locations in this amendment request

∨ Other additions

Location 🕅	Building IB	Coverage/Endorsement	Field	Limit	Deductible	Premiun	n Value
100	110		BuildingLevelCurrentPremium				\$66,006.25
100			LocationLevelPremium				\$66,006.25
100			BuildingCount				. 1
100			LocationTIV				\$12,750,000.00

Email

Create new email correspondence



Read reply email

