Choose the proven management system designed specifically to manage the unique requirements of commercial insurance. From submission, to proposal, to policy issuance, COM takes you through each step of the process.

Responding To Your Needs

Full Integration with Major Insurance Companies
Entering the same data over and over again isn't an efficient use of your time. Think about how much more efficient electronic communication with insurance companies would make you; improving workflows, minimizing E&O exposures, as well as increase your speed to market. Faster quotes equals faster turnaround and binding of new business.

Seamless Integration
Using COM fully integrated with SIG allows you to take advantage of SIG's billing module, as well as streamline accounting and reporting processes. Manage client files easily, modify customer specific information, share and pre-populate in either application all from one client screen. You only want COM without SIG? No problem, we have you covered as COM can operate stand-alone as well.

Key Advantages of COM
- • Streamline your process and write more commercial lines business
- • Train new Producers and CSRs more effectively in less time
- • Protect your business from E&O exposure
- • Free your Producers for more selling and servicing

Lloyd's Canada Coverholders
Integration between COM and Lloyds Lineage facilitates the electronic transfer of policy statistics, and eliminates the potential for error in the manual transfer of data into the Lloyd's portal. Declaration pages issued from COM adhere to Lloyd's requirements. COM easily handles multiple subscribers and premium splits, and if integrated with SIG, populates back for accurate billing.
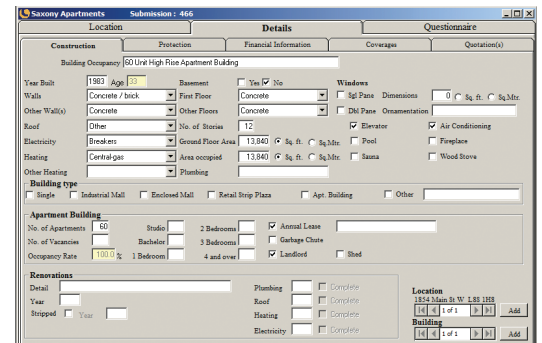
Efficiency Saves Time and Money
COM's standardized environment allows users to quickly and easily enter information to create applications that are complete and easy to understand. All submission and policy details can be exported, using the Microsoft Word merge utility, giving you the tools and flexibility to customize professional submissions and proposals, uniquely branded to your brokerage. Print, save or email directly from COM.

Protect Your Business
With COM's sophisticated audit trail providing enhanced E&O protection, your position in court cannot be compromised. Easily access a permanent and complete record of all transactions from the inception date of the file onward.

Strengthen Relationships with Advanced Marketing Capabilities
Knowing where to place business is important in order to ensure you get the most out of an account. By tracking online and in real-time the ratio, results and comments of your markets, COM will help you identify your most successful companies. Statistical reports built right into COM will show you how well your commercial department is performing. Relationships with your markets can be optimized as results are tracked based on clear information. You can also identify which carriers prefer to write or not to write specific types of business.

Effortlessly Manage Commercial Business

Policy Issuance – COM has been designed to support full policy issuance. If your markets have given you the authority to issue, COM gives you the tools. Policy issuance allows brokers to capitalize on relationships with markets as well as with the insured. To facilitate this process, COM allows brokers to activate the automatic assigning of policy numbers, customize coverages and define coverage packages by Company and per class of business. This drastically reduces processing time as you select a pre-loaded package and make only minor adjustments as needed for a specific risk.

Full Management of Commercial Risks, Including Garage and Fleets – COM allows for easy collection and management of risk information for standard commercial, garage and automobile fleet policies. No need to purchase costly separate modules. COM makes it very easy to gather extensive amounts of risk information and helps to ensure that relevant data is not overlooked. Use of risk exposure questionnaires ensures that even those specific pieces of information for certain types of business are captured. COM also offers a batch load function that allows you to import vehicles and drivers from an Excel spreadsheet, virtually eliminating hours of data entry.

Microsoft Integration – We've taken full advantage of our Gold Certified Partner status with Microsoft, giving COM users the ability to capitalize on the Microsoft Office suite. As a result, you can easily export reports to MS Excel and apply a pivot table to drill down information or use the Word Merge function to customize documents. You can even attach various file types directly to the policy in COM!

Customization – COM runs on a SQL Platform, the most reliable database manager. This enables flexibility and customization with SQL tools for individually added functionality and client specific requests. You have access to all of your data in real time to further manipulate as your business demands.

Mobile Integration – COM is fully integrated with the new Keal Mobile Application, giving your producers full access to their client data while on the road. For further information about this exciting new integration, please refer to the Keal Mobile fact sheet.

Testimonial

"In this competitive industry, COM is the business tool that allows us to effectively and effortlessly manage our commercial book. The functionalities of COM are unparalleled, from the custom templates that allow for professional proposals and submissions to useful management reports which facilitate the analysis of our successes. The system is integrated with SIG which eliminates the need for dual entry. I highly endorse COM and recommend this product to any broker looking to grow their commercial book of business."

David Hare, President, Petley Hare Insurance Brokers Ltd.

For more information on this product
contact us at 800.268.5325 | keal.com

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