



## Success Story

Polaris have supported Covéa Insurance's Personal and Commercial Lines products for over 20 years.



**89 %**

Reduction in time spent releasing rates to market



**30M +**

Quotes per day



**20 + yrs**

Partnership

## Overview

Covéa Insurance had been seeking an Insurer Hosted Pricing (IHP) solution in response to market demands to quickly deliver increasingly sophisticated products via multiple distribution channels. They required a solution to do the following;

- Provide greater control over the distribution of products through their network of brokers.
- Manage a range of Personal lines products including, Motor and Homedistributed across multiple broking systems
- Be scalable enough to respond to the substantial numbers of quote requests made through the major Price Comparison sites.
- Be flexible and adaptable to support the fast pace of technology change.

"As we were already using the Polaris technology, our teams were familiar with it which enabled a smooth transition to IHP allowing our existing product structures to be used and reduce business risk."

**Andy Lynex**  
Project Sponsor  
Covéa

## Solution

Productwriter was integrated as a central component of Covéa's IHP platform, with the proven scalability and capability to integrate with multiple third party broker systems.

The flexibility of the software meant that non-standard requirements were easily supported. Covéa were able to create bespoke data items that enabled them to easily integrate with a third party pricing

optimisation tool, avoiding the need to undertake major re-engineering. The products have now integrated successfully into their IHP platform.

This allows Covéa to take full control over product updates into its IHP platform, resulting in a huge reduction from 45 days to 5 days to release rates to market.

## Results

Productwriter has allowed Covéa to embed Personal lines products into an IHP product with ease.

The amount of time and effort required to achieve this result has been significantly reduced compared to developing from scratch using other software packages.

- Standard monthly changes have reduced by 1-2 weeks
- Complex rate changes have been reduced by 6-8 weeks
- All components can be re- used to buildout new product lines

The ProductWriter software allows products to be segregated from each other, enabling Covéa to continue expanding the IHP's platform coverage across multiple products and distribution channels simultaneously, increasing the speed with which the business benefits can be achieved.

The Polaris' Productwriter software was already familiar to the teams at Covéa Insurance and its proven capability gave them the confidence that the software would enable the project team to deliver the required solution.

**For more information on ProductWriter**

**Visit :** [polaris.co.uk/productwriter](https://polaris.co.uk/productwriter)

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