

CASE STUDY

Jimcor Agencies - Montvale, NJ | W jimcor.com

Get Online! With I-Engineering's I-Net Online Rating & Quoting System

We started out building our own online rating systems because that was the way we attacked many of our technology strategies. After a year and a half of work, and only having two products built, we realized that working with **I-Engineering** was a much better way of moving forward. Not only was it much faster and easier, we saw that we would spend much less money utilizing the product that **I-Engineering** had developed!



OASIS
Online Agency Services &
Information System

"I looked at what I spent to do two products, and it was twice what **I-Engineering** would cost and **I-Engineering** would deliver in one quarter the time! We can build our products internally and put a new product out every year and a half or we could go with **I-Engineering** and in three months have five or six different products out."

It comes down to speed to market...and technology is our competitive advantage. The better the technology is, the less expensive it is to do business. More and more wholesalers are getting into the same position on this, and as they do, it just makes the product better for everyone.

The end result is that it is better for the retail agent, which allows us to keep our relationship in the forefront. If we don't



Jim Mastowski
CEO & CIO

continue to develop better and easier ways to do business, our relationship with our producers will suffer.

We saw growth beyond what we anticipated! It is dollars and cents, the retail agent is able to make more money, and we do not have to enter the data! Is it not worth it to incent them to do so? We have over 4,000 people signed up on the system today for online rating. It is working!

It has been very advantageous to work with a company that has a team of developers over 60 strong. That in addition to the fact that they have extensive domain knowledge, **I-Engineering** is a leader in developing systems for Wholesalers, MGA's and Carriers across the nation.

"We have over 4,000 people signed up on the system for ONLINE Rating. It is working"

~ Jim Mastowski



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