

CASE STUDY

New England Excess Exchange - Montpelier, VT | W neee.com

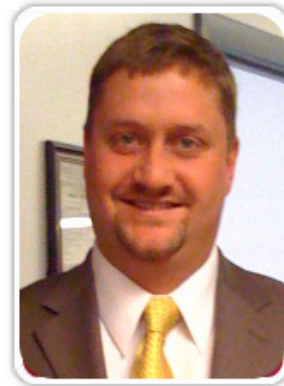
Get Online! With I-Engineering's I-Net Online Rating & Quoting System

I had my eyes opened up when I started to call my agents and while asking for business they asked if I could do it online. When I told them no, they told me that they would be doing business with someone that did. Now that was a shock and a time to wake up! My competition in the Northeast was Connecticut Underwriters, Bill Kiley. He was really cutting into my business, so I called him. He told me that I must automate and go online. "Guys, you have got to do this, it works!" he said "This is the future." When you hear that from a very professional person like Bill Kiley, you go in that direction.so after that I started with an IT company that was going to build our online rating system. In a short period of time I was very unhappy with how things were going. I immediately switched to **I-Engineering**, it was the best decision I have ever made.



MAPLE
Making Account Placement Easy

I've been up and running approximately 14 months. Once you start running, the doors will start opening. The next step is marketing this new tool..you need to communicate your message to your producers. This involves training your agents and getting them to use it. There are 7,000 agents in my retail area which meant it was going to be a long process reaching out to them all. But we came up with a plan and it works! We attack it every single day, not just every week or every now



Ralf (Goober) Schaarschmidt
President & CEO

and then, it's everyday. It's worth it's weight in gold. In the time that we have been online with our products, we have more than doubled our revenue in that area. We anticipate it will double again very soon. Our new business is up 33%! All while many other people are seeing their new business be down. We are not like the agent that is suffering through this economy and market. In our office there is a huge buzz of excitement! People are excited, because they know that when business is up they make more money.

The whole industry is changing and automating, now we know what the perfect plan is and we have worked very hard to get there. We have the right plan and now thanks to I-Engineering, we have the right tools! I will tell anyone about our success, just call me! See for yourself what we call "Maple Day!" here at New England Excess.

"If you're going to spend the money... spend it in the right place. Go with proven results!"

~ Ralf (Goober) Schaarschmidt

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Integrated Insurance Solutions

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