LUNCH & LEARN WEBINAR SERIES

Becoming the Carrier of Choice by Automating Loss Histories

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Deke Phillips is director of commercial lines for LexisNexis insurance data solutions. Deke is responsible for leading vertical strategy, new product development, and positioning of data and analytics products into carrier underwriting and claims workflows. Prior to joining LexisNexis, Deke served as assistant vice president of underwriting for ACE Group, vice president of global risk management for Marsh, and director of commercial lines for AmTrust Insurance. Deke has more than 13 years of commercial lines underwriting and brokerage experience, holds a graduate certificate from Massachusetts Institute of Technology Sloan School of Business, and undergraduate degrees from Oglethorpe University and Georgia Perimeter College. He currently resides in Atlanta with his wife and daughter.

Session Description:
In the pursuit for improved performance in commercial property/casualty insurance, carriers aim to create a complete picture of each proposed insured's loss history. One of the key stumbling blocks to achieving this is the need to manually collect and review loss runs from the insured's prior carriers. The process is inefficient and labor-intensive, and the results are often insufficient for disciplined, informed underwriting.

Carriers can simplify their quoting process by automating loss runs with a contributory loss history database. A contributory loss history database is a centralized repository of data where every contributor receives real-time access to the industrywide dataset. It can enable carriers to:

- Reduce underwriting expenses;
- Discover growth opportunities;
- Improve risk selection; and
- Increase customer satisfaction.

This webinar will explore these benefits in detail and show how a commercial insurer was able to attain them and simplify its quoting process by participating in a contributory loss history database.