

54%

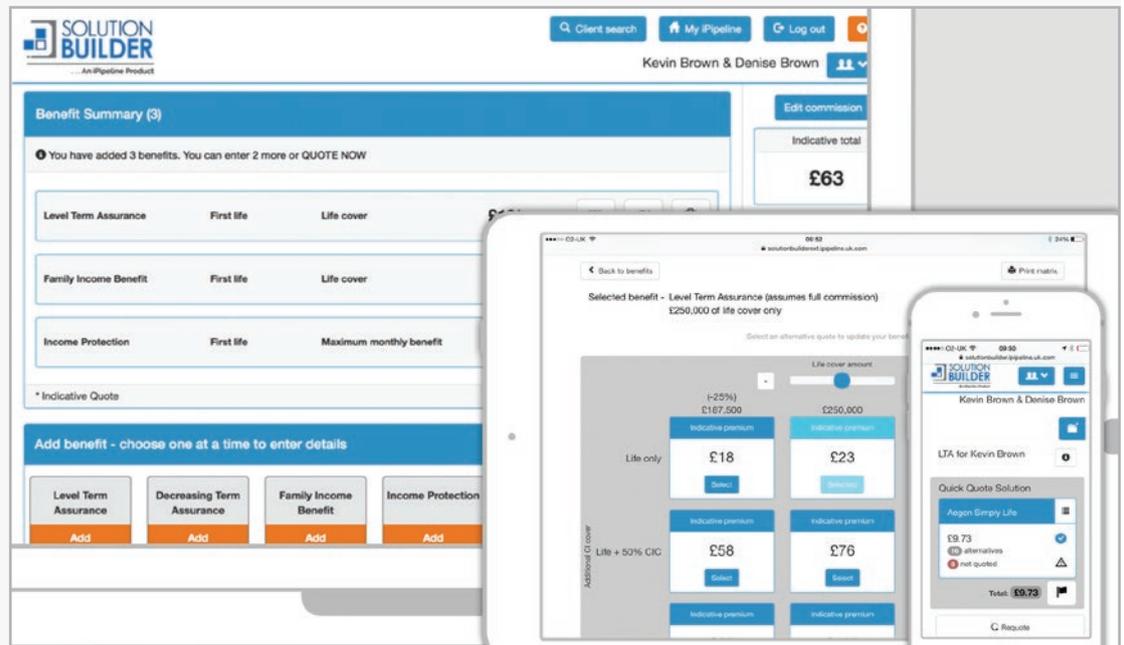
Time-saving compared to quoting the same case on a traditional portal

47%

Increase in number of income protection policies sold

30%

Increase in client conversion



SOLUTIONBUILDER®

A CLIENT-CENTRIC SOLUTION FOR COMPARING COMPLEX PROTECTION NEEDS

RESEARCH & SELL PROTECTION

SolutionBuilder - iPipeline's award winning client centric, research, quote and apply solution - is becoming the industry standard for protection sourcing.

Many customers have complex protection needs and quote research is a critical part of the business and sales process when selling Life, Critical Illness, Business Protection, Whole of Life or Income Protection insurance. With SolutionBuilder, advisers have increased efficiency in the research of suitable products and the associated cost. It provides advisers with a faster and more efficient way of reviewing a client's protection needs and how they can be packaged together. This includes both multi-benefit and single-benefit product comparisons, encouraging up-sell and cross-sell, to accelerate the selling of protection.

EASILY COMPARE PRODUCT QUOTES

Advisers rarely produce one comparison for clients. Frequently, an adviser will tweak the quote, input data, change the sum assured, vary the term or add/remove waiver of premium. After these normal adjustments, advisers are left with multiple comparison results based on varying input data that cannot easily be compared side-by-side.

SolutionBuilder easily compares multi-benefit products against single-benefit products in a single view. It will display up to eight comparisons side-by-side, allowing advisers to view the information clearly in a single view with the ability to edit on the fly, all in a clean, responsive UI.

CROSS-SELL & UP-SELL ON-THE-GO

SolutionBuilder is configurable and optimised for use on tablets, enabling advisers to engage their clients during the protection advice process. Advisers can flag and add product options to folders, allowing them to easily adjust their product recommendations based on client needs.

Integration with XRAE also enables advisers to produce indicative underwriting results in real time, for life assurance and critical illness, helping to manage client expectations upfront.

