



BUSINESS SERVICE MEMBER BENEFIT OFFERINGS TO VOTING MEMBERS 2024

BSM	OFFER	CONTACT
<p>❖ Xceedance</p>	<ul style="list-style-type: none"> ❖ Free Gen AU PoC for UAC BSMs At the Xceedance Centre of Excellence for Generative AI, we work with major players throughout the industry to develop AI use cases for free. We rigorously assess the feasibility and ROI potential of each project, allowing great ideas to flourish. ❖ Rating as a Service Part of our on-demand suite of services for underwriting agencies, Rating as a Service gives you the clarity to confidently evaluate risk profiles, set a competitive premium and stay ahead in a crowded market. ❖ Data Migration Framework Gain speed, accuracy and confidence during data migration. Our robust framework leverages prebuilt models and mapping templates to address data integrity, security, and compliance challenges to help underwriting agencies thrive. ❖ Risk Data Platform Get a handle on ever-growing data sets by deploying the Xceedance Risk Data Platform. It's an AI-powered, model-agnostic data cleansing solution which proficiently manages vast data sets presented in various third-party formats across different business lines. 	<p>Prateek Vijayvergia prateek.vijayvergia@xceedance.com</p>

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<p>Cont.</p> <ul style="list-style-type: none"> ❖ Xceedance 	<ul style="list-style-type: none"> ❖ Insurance Data Platform Turn data into insights with our comprehensive out-of-the-box integrated data and analytics solution. The source-agnostic Insurance Data Platform delivers data engineering, data visualisation, data strategy and governance services. <p>Cash Reconciliation Platform Reduce processing errors and improve processing speed with the Xceedance Cash Reconciliation Platform. The CRP can lead to cost savings of 40% and helps underwriting agencies automate broker remittance, internal policy records, and cash reconciliation between bank statements.</p>	
<ul style="list-style-type: none"> ❖ BAIS insurance technology 	<ul style="list-style-type: none"> ❖ Free consulting workshop and 50% data migration discount when you join the one in five UAC members on iBAIS 2.0. ❖ BAIS insurance technology creates new offers for UAC members. ❖ BAIS insurance technology, a proud member of UAC, supports one in five UAC members from its Sydney offices. ❖ As part of its commitment to Underwriting Agencies and the Australian insurance industry, it has created two new offers exclusively for UAC members: ❖ UAC members not currently on iBAIS 2.0 will receive a free two-hour consulting workshop¹ plus 50% discount on data migration services¹ when migrating to iBAIS 2.0. ❖ Existing BAIS clients get two free hours of iBAIS software development¹ for each year the UAC membership continues. 	<p>Sheri Andrews Sheri@bais.com.au</p> <p>To take advantage of these new offers contact Christopher Hatzidis on 02 9934 1835 christopher@bais.com.au</p>

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<p>Cont.</p> <ul style="list-style-type: none"> ❖ BAIS insurance technology 	<ul style="list-style-type: none"> ❖ The iBAIS 2.0 system has many features designed for Underwriting Agencies, including broker portals, multi-currency capabilities and bordereau reporting. iBAIS has one of the most comprehensive function and product capabilities in the Australian market with hundreds of products loaded onto the platform. ❖ BAIS regularly converts data from all the major insurance systems and guarantees that Underwriting Agencies will be able to turn off their legacy systems within weeks of moving to iBAIS 2.0. ❖ As an independent, local business, BAIS has always been able to focus on the needs of Underwriting Agencies, without any distractions from business operations in other countries, ownership dictates or conflicts of interest. ❖ Terms and conditions apply. Please speak with us to learn more. 	
<ul style="list-style-type: none"> ❖ Sedgwick 	<p>Offering a session or sessions for Coverholders to cover items such as:</p> <ul style="list-style-type: none"> ❖ Intro to Sedgwick / Sedgwick and the London market ❖ Global patterns in claims ❖ Technology developments ❖ Topical claim news (latest CAT for example) ❖ Meet the expert – sessions with an expert in a certain product <p>Anticipated run time would be half day and source accredited ANZIIF points. Could consider running sessions as part of a broader education session (perhaps a full day of sessions for example.)</p>	<p>Bloxsome, Paul Paul.Bloxsome@sedgwick.com</p>

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<p>❖ InsuredHQ</p>	<ul style="list-style-type: none"> ❖ 10% discount on all monthly pricing plans for UAC members (minimum 3-year term) ❖ 50% rebate on all proof-of-concept projects that turn into a full implementation for all UAC members ❖ Free high fives, always. 	<p>Jon Davies jon.d@insuredhq.com</p>
<p>❖ Consilium</p>	<p>Free business ‘health check’ for UAC members from Mulberry Risk Introducing ADA - The world’s first portfolio optimisation platform.</p> <ul style="list-style-type: none"> ❖ Data – send over your data in your format - let us do the heavy lifting and map it into ADA – elevating your operations and unlocking your full potential. We can look at your entire portfolio or a specific line. ❖ Arranged – ADA untangles and organises even the most chaotic data, leaving you with cleansed and organised information and saving you time for what matters most, making your Agencies more successful. ❖ Analysis - Leverage the predictive power of our expertly crafted algorithms, skilfully designed by seasoned actuaries and developers. Our actuaries are on hand to walk you through your results and dynamically drilldown into your portfolio via the online dashboards in the output meeting. ❖ Actionable insights - Turn your data into quantified underwriting plans, unlocking actuarial foresight for informed, data-driven decision making. Take control, enhance performance and steer your MGA to success. Health check available exclusively for UAC members, get in touch with josh@mulberryrisk.com to book in today. 	<p>Maria Roges maria.rogers@consiliumbroking.com</p> <p>Josh josh@mulberryrisk.com</p>

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<p>❖ Technical Assessing</p>	<p>For those agencies that have never used Technical Assessing (TA), for their 1st claim to be Loss Adjusted by TA and in order to appreciate our service, we'll discount our first invoice by 25% (capped at \$2500).</p>	<p>David Cambridge David.Cambridge@technical.net.au</p>
<p>❖ Innovation Group</p>	<p>Innovation Group Australia offers a comprehensive solution for fleet operators providing end-to-end accident claims management and, roadside triage.</p> <p>Its digital app, Mentor by eDriving, helps improve driver behaviour, reduce incidents and manage ESG reporting, helping clients identify cost savings, streamline processes and minimize operational downtime via our online platform.</p>	<p>Schnehage, Drew Drew.Schnehage@innovation.group</p>
<p>❖ Insurance Training Australia</p>	<p>PDF flyer attached for new information related to the company</p>	<p>Oren Jacobi oren.jacobi@insurancetraining.com.au</p>
<p>❖ It Logic</p>	<p>We offer Cyber Security plans, and we could offer 15% off the normal price for UAC members</p>	<p>Haydn Tomlinson haydn@itlogic.com.au</p>

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<p>❖ Ingrity</p>	<p>Modernising Data Processes in Underwriting Agencies: Overcoming Challenges and Embracing Technology</p> <p>In today's rapidly evolving business landscape, the ability to make data-driven decisions is paramount. Through extensive experience working with underwriting agencies of varying sizes, we have pinpointed common data-related obstacles that impede their use of modern technologies and capacity to extract value from their data.</p> <p>Key challenges identified include:</p> <ol style="list-style-type: none"> 1. Data Siloed in Third-Party Applications: Many agencies rely heavily on third-party applications for policy and claims processes, resulting in siloed data. The transition of this data to new applications and its effective utilisation poses a significant challenge. 2. Lack of Comprehensive Metrics: While most agencies have basic metrics to monitor business performance, they often fail to capture all relevant trends and interdependencies. 3. Manual Data Handling: Data processing and report preparation require significant manual effort, which can lead to delays, poor quality and increased costs. 4. Insufficient Focus on Data Quality and Management: Poor data quality and inadequate data management practices hinder the generation of accurate insights and decision-making. 5. Unrealised Strategic Value of Data: The strategic value of data is often underappreciated, resulting in missed insights and opportunities. For example, although quote conversion data is analysed, and conversion rates are reported regularly, the underlying reasons causing quote conversion issues are often overlooked. 	<p>Sanan Thamo sanan.thamo@ingrity.com</p>
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<p>Cont.</p> <p>❖ Ingridy</p>	<p>The Risk of Lagging Behind: Agencies that fail to modernise their data processes risk falling behind competitors who use advanced technologies to make faster, more informed decisions. Inefficient data management can result in missed opportunities, operational inefficiencies, increased costs, and compliance challenges.</p> <p>The Way Forward:</p> <p>To remain competitive, underwriting agencies of all sizes should direct their attention toward modernising their data processes and technology in the following areas:</p> <ol style="list-style-type: none"> 1. Data Management and Integration: Extract data regularly from third-party applications and securely store it on cloud platforms for seamless accessibility and integration with other applications. 2. Automation: Full automation of data collection, processing, and report creation using advanced technologies saves time and improves accuracy. 3. Metrics Development: Developing comprehensive metrics across Financial, Operational, Risk, Customer Service, and Compliance domains is essential for gaining a clear understanding of agency performance. 4. AI Readiness: Preparing data and technology to leverage AI effectively is crucial for staying ahead. <p>Do not allow your agency to fall behind. Modernising your data processes and technology is no longer an option; it is a necessity. To support your journey, we are offering 5 hours of free Data and AI assessment consulting.</p>	
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<p>❖ Curium</p>	<p>Is compliance your kryptonite? We will give you superpowers to upgrade your business!</p> <p>Our offer to you:</p> <ul style="list-style-type: none"> • Inform <ul style="list-style-type: none"> ○ Curium will inform you on relevant regulatory changes, risk & compliance frameworks and reporting • Enable <ul style="list-style-type: none"> ○ Curium will enable your people and processes through cost-effective technology and extensive training • Empower <ul style="list-style-type: none"> ○ Curium will empower you to grow your business, reduce and manage risk effectively <p>Our superpower battery is charged and ready. Reach out to us to activate the following:</p> <ul style="list-style-type: none"> • A compliance assessment with every subscription • Access to our regulatory obligations register • Respond to this message and get a price discount for the first six months <p>Don't let the kryptonite make you powerless any longer, act now!</p>	<p>Tetiana George tetiana@curium.app</p>
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<p>❖ MCG Quantity Surveyors</p>	<p>Your clients are at Risk</p> <p>In case of disaster, whether it's fire, flood or catastrophic events, having a precise valuation can mean the difference between a complete recovery or a significant financial setback. MCG Quantity Surveyors offer Insurance Replacement Cost Plans to give you a precise sum insured figure you can rely on. Don't leave your clients at risk.</p> <p>Get an Insurance Replacement Cost Plan today.</p> <p>Offer:</p> <p>Insurance Cost Replacement Reports - \$600 + GST Nationwide Tax Depreciation Reports – Residential - \$650 + GST Nationwide</p> <ul style="list-style-type: none"> - Commercial – Price on application - Bundle discount available for UAC members 	<p>Marty Sadlier marty@mcgqs.com.au</p>
<p>❖ Financial Risks Australia</p>	<p>The basis of our proposed programme is a modular policy that provides the following covers under one policy</p> <ul style="list-style-type: none"> • Directors & Officers Liability • Professional Indemnity • Crime • Cyber <p>The policy is underwritten 100% by Lloyd's of London and is an exclusive programme offered to Australian & New Zealand underwriting agencies by Financial Risks Australia and Miller London.</p>	<p>Peter Carter peterc@financialrisks.com.au</p>

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<p>❖ The Lead Agency</p>	<p>Underwriting agencies, MGAs and intermediary/distribution businesses experience digital marketing challenges unique to the industry. Complex, regulated environments and sceptical clients call for educational content, personalised and segmented communication, and a strong emphasis on demonstrating credibility and expertise to foster long-term relationships.</p> <p>We know how to assess what's working.</p> <p>For all UAC members, The Lead Agency is offering the following:</p> <p>1. Free marketing audit Two 30-minute consultations, including:</p> <ul style="list-style-type: none"> • Data gathering • Reporting on performance findings • 15% discount* on the first 3 months of marketing for UAC marketing audit clients. <p><i>* Excludes external costs (Google ads and other platforms)</i></p> <p>2. Free UAC Market Exchange lead nurturing landing page In-person events are prime lead-generating opportunities but with the slight challenge of capturing and processing lead information. With a free UAC Market Exchange lead nurturing landing page, you can capture, process, and nurture leads to turn in-person connections into long-term business relationships.</p> <p>The Lead Agency will provide:</p> <ul style="list-style-type: none"> • Event signage with a QR Code - to capture leads • Landing page - where leads are taken once captured • Automatic lead capture options • CRM and database - to house and manage leads 	<p>Andrew Silcox andrew@leadagency.com.au</p>
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<p>Cont.</p> <p>❖ The Lead Agency</p>	<ul style="list-style-type: none"> • 20% off a customised quarterly broker email newsletter* for lead nurturing of their UAC contacts, including: <ul style="list-style-type: none"> • Specific insurance information to educate brokers on your products • Choice of a range of articles that are relevant • Call-to-actions that move prospects to the next step. <p><i>*Email newsletters can be sent to existing clients as well as new leads captured at the event.</i></p> <p>3. Free subscription to one-year marketing webinars At The Lead Agency, we want to empower you to secure your own results with expert tips to manage your marketing yourself.</p> <p>Register for our free one-year marketing webinar series, covering topics including:</p> <ul style="list-style-type: none"> • Website design - key things to have on your website • Tracking set up - what stats should you be looking at? • Reporting - what to include on a monthly dashboard/how to set it up • Branding - ensuring consistent, brand-focused communications • SEO - on-page • SEO - off-page • Google Ads - Search • Google Ads - Display/YouTube • Socials - Organic • Socials - Paid • Conversion rate optimisation (CRO) • Client newsletters, and more. 	
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❖ BRM
Services

As part of our UAC Business Services Membership, we are thrilled to provide UAC members with complimentary access (up to 20 staff per member) to our comprehensive online Cyber Awareness Program.

We are a Business Partner of the Australian Cyber Security Centre and have specifically designed this program to educate and empower general staff (not IT personnel) with the knowledge and skills necessary to navigate the digital world safely.

By participating, your staff will gain insights into current cyber threats, best practices for online security, and strategies to protect professional information from cyber-attacks.

Areas covered include:

- Email safety
- Malware threats
- Phishing threats
- Ransomware
- Social media
- Password
- Emerging threats

Join over 3,000 users who have successfully completed our Cyber Awareness Program.

Bob Anderson
bob@brmservices.com.au