

Management system facilitates growth

Can-Sure Underwriting, the Vancouver-based MGA, has launched a new commercial underwriting management system.

“In order to manage, control and sustain our growth and profitability, it was critical for us to develop a system that would meet the needs of both our business and our customers,” said Jeff Hart, the firm’s president and CEO.

“Our goal and objective from the beginning was to ensure that the system would provide our brokers with excellent service, provide risk-level data to our insurers and allow our underwriters to focus on underwriting and productivity—not administrative functions.”

As technology cost control and platform reliability are critical considerations for small businesses, Hart says he believed that consolidating his data infrastructure using The Underwriters Workstation (TUW), developed with Custom Software Solutions,

was going to be a solution to his administrative issues. He now believes the consolidation could represent a fundamental shift in the company.

“In our business it is imperative that we be both flexible and quick in responding to our brokers’ needs,” Hart said. “We now have the ability to issue policies within 24 hours of binding, and we are working towards going paperless in the near future.”

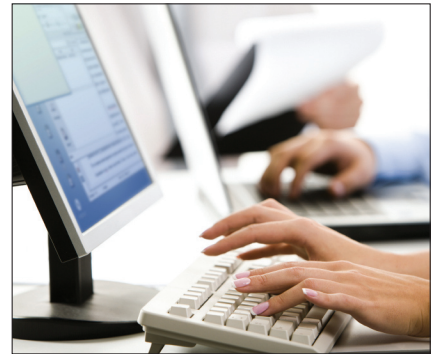
“Using technology and our commercial management system will allow us to real-



Hart

locate our resources to our support and underwriting staff. It will also enable us to look at new opportunities and new product lines without fearing that we cannot handle the processing and data-reporting requirements of our insurers.”

Hart said he is especially grateful to Siobhan Finnegan, a senior underwriter at



Platform reliability and cost control are critical considerations, says Hart.

Can-Sure, for her “hard work and dedication” on the TUW project.

In other news at the MGA, in a continuing effort to expand product offerings, a new high-valued homeowners’ program will be available June 1. Complete production information can be found at the website www.can-sure.com. **IW**