

QBE Qnect Training

Introduction to Qnect, QBIS, eTravel

QBE insurance

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Imagine

Work Anywhere , Anytime

Imagine if I could quote a premium and issue a policy - all whilst at my client's premises!

.....What opportunities would this create for my business?

This opportunity is now a reality with QBE Qnect!



QBE Qnect



Qnect Hotline: 6477 1043

Qnect Benefits

- Work Anywhere (All Devices)
- Work Anytime (24hours daily)
- Be Responsive (Instant quote)
- Higher commission
- Full policy lifecycle
- Paperless Documents
- Competitive premium
- Extensive Coverage (QBIS Wording)
- Packaged Solutions
- Single Platform for Multiple Products

Commission 25%
Turnover <25Million
No. of employees <100

Commission 25% Premium S\$250 + GST S\$310 + GST Commission <u>40%</u>
For Individual & Family
Standard/ SuperCover

Same Commission Instant renewal and documents For shipment declaration under Open Cover Policy

All Risks Bl Liability Money FG Breakdown WICA GPA InlandTransit

QBIS(SME 10Covers)

Manufacturer/ Wholesaler/ Retailers/ Office/ F&B Office & Retail Package Travel (Single trip) Renewal of Non-Qnect Marine Cargo (Annual)

Why target small business (SME) clients?

99% of all enterprises in Singapore are SMEs. They employ 7 out of every 10 workers.

They contribute nearly half of national GDP (Gross Domestic Product)



It's a BIG market and getting BIGGER!

Note: QBE's SME definition is:

- Turnover up to S\$25m
- Up to 200 employees



QBE Business Insurance Solution (QBIS)

Broad Cover Options

- 1. Property All Risks
- 2. Business Interruption
- 3. Public and Products Liability
- 4. Miscellaneous Property
- 5. Money
- 6. Machinery Breakdown and Electronic Equipment
- 7. Work Injury Compensation
- 8. Fidelity Guarantee
- 9. Group Personal Accident
- 10. Inland Transit

Broad Industry Appeal

- Agriculture, Forestry and Fishing
- Manufacturing
- Construction (Interior Renovation)
- Wholesale Trade
- Retail Trade
- Accommodation, Cafes and Restaurants
- Transport and Storage
- Communication Services
- Finance and Insurance
- Property and Business Services
- Education
- Health and Community Services
- Cultural and Recreational Services
- Personal and Other Services



QBIS Benefits



- 1. Property All Risks
- 2. Business Interruption
- 3. Public and Products Liability
- 4. Miscellaneous Property
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- 7. Work Injury Compensation
- 8. Fidelity Guarantee
- 9. Group Personal Accident
- 10. Inland Transit '



QBIS Product Cover Sections Access Rules

	Risk	Access Rules
1	Property All Risk	Accepted as a Mono Line Class
2	Business Interruption	Must also take up: Property All Risk section
3	Liability	Accepted as a Mono Line Class
4	Miscellaneous Property	Must also take up: Property All Risk section
5	Money	Must also take up: Property All Risk section
6	Machinery Breakdown and Electronic Equipment	Must also take up: Property All Risk section
7	Fidelity Guarantee	Must also take up: Property All Risk section
8	Inland Transit	Accepted as a Mono Line Class
9	Work Injury Compensation	Accepted as a Mono Line Class
10	Group Personal Accident	Accepted as a Mono Line Class



eTravel Benefits

Non-Qnect Travel

Qnect Travel

Credit Card/Cash/Cheque

Commission 20%

Hardcopy Documents ready in 5days

SMS Notification

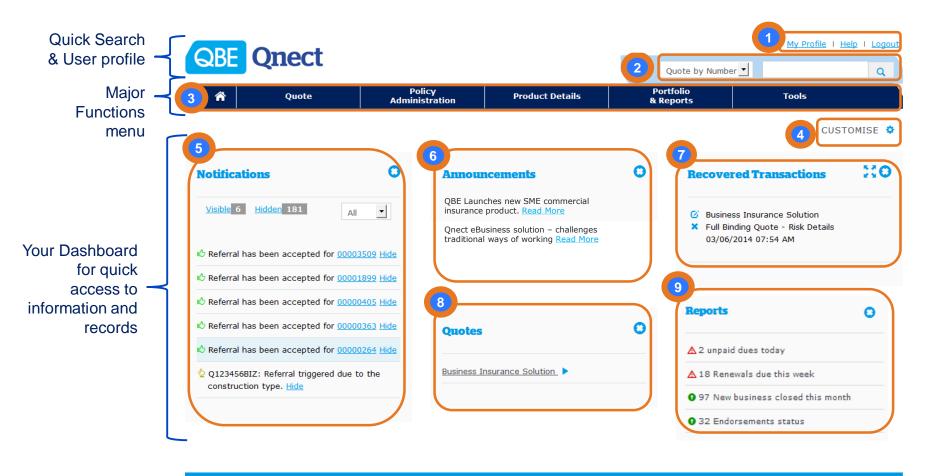
Online Card charging/Cash/Cheque

Commission 40%

Softcopy Documents ready within 30sec

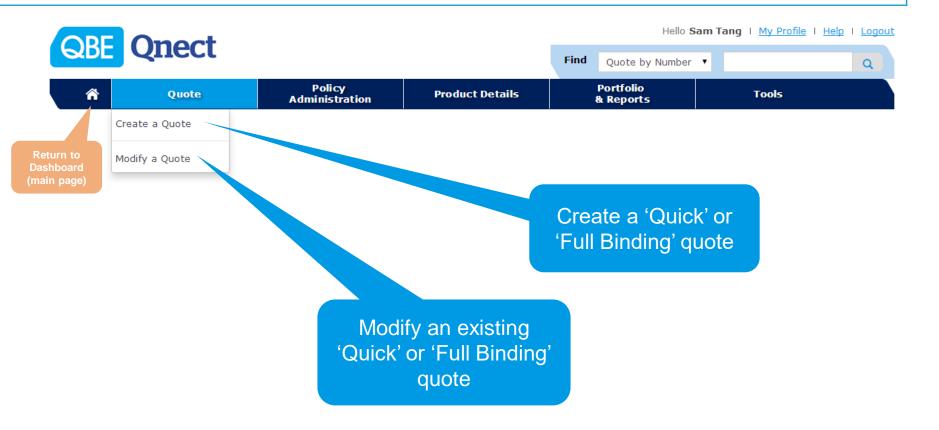


QBE Qnect Home page - Overview



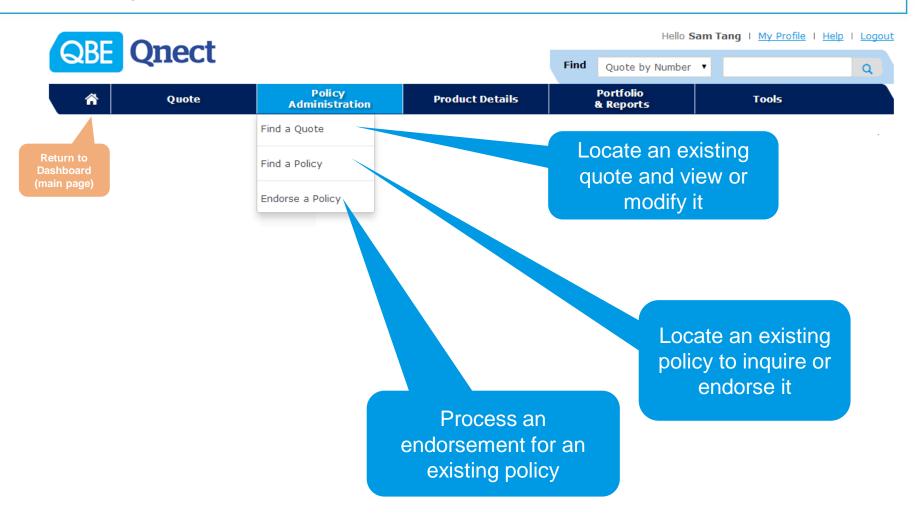


Quote menu





Policy Administration menu

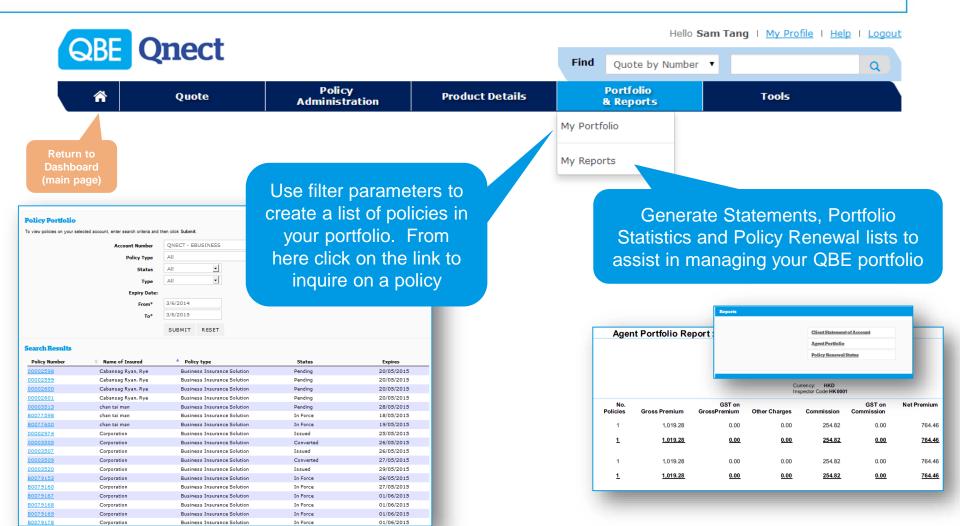




Product Details menu

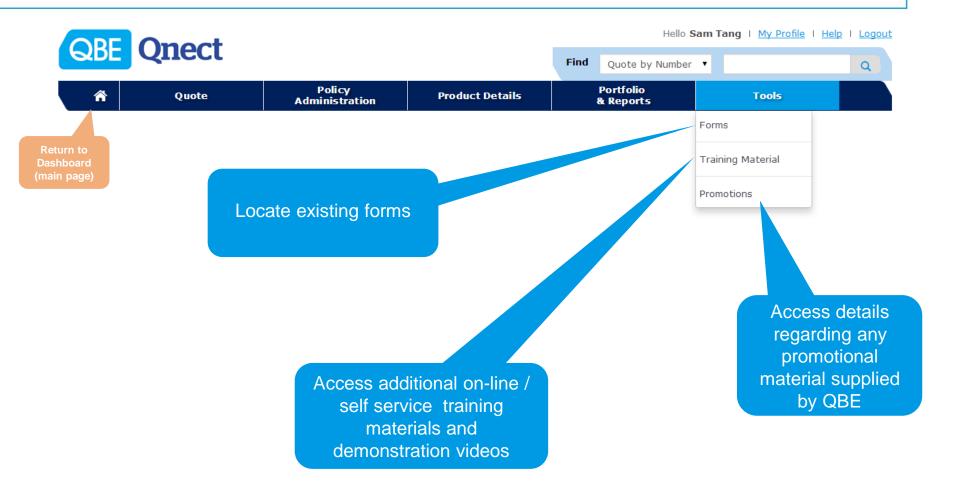


Portfolio & Reports menu



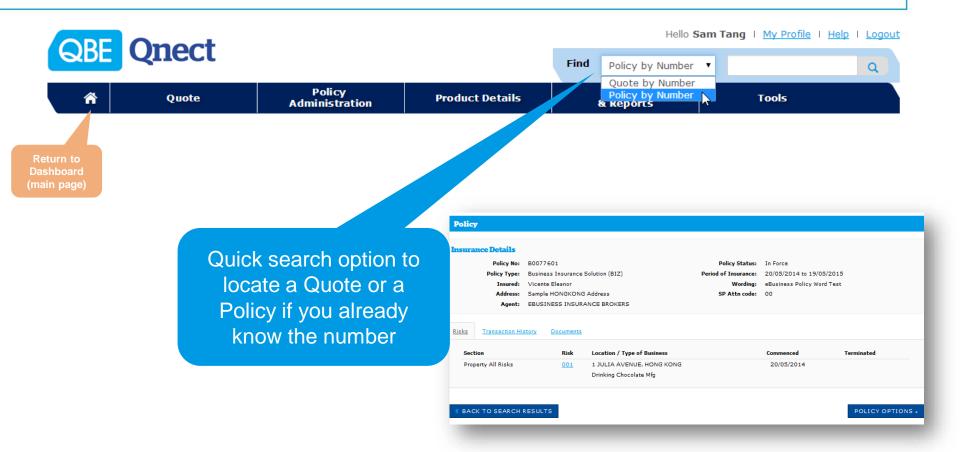


Tools menu



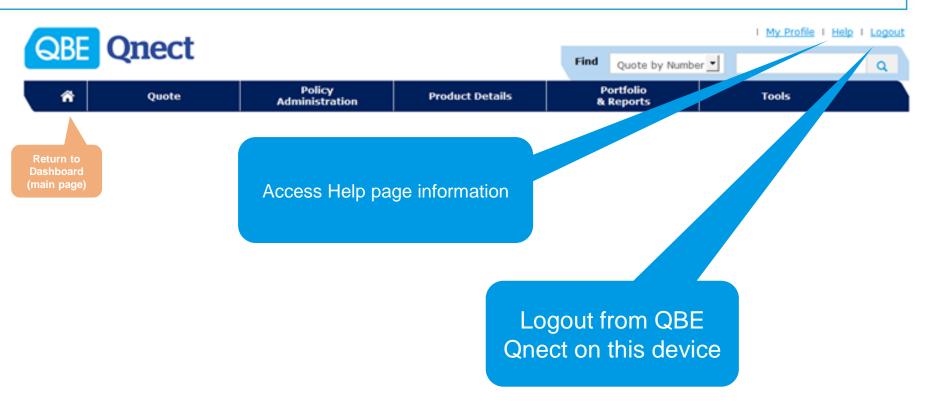


Find menu



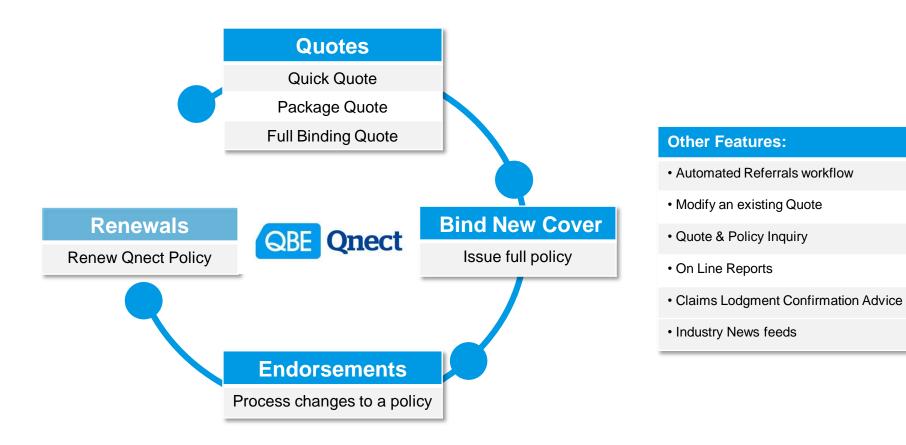


Settings menu





Full Insurance Lifecycle





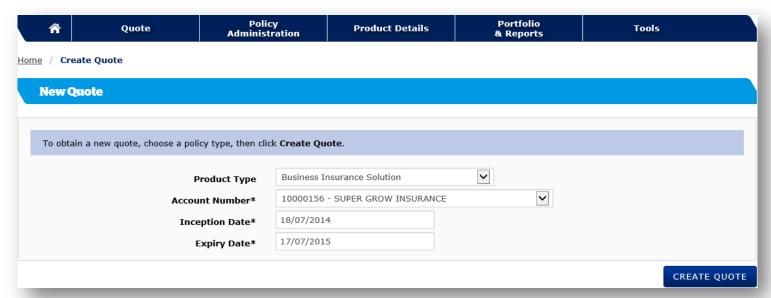
Qnect Functions Not Yet Available

The following functionality is not yet available in Qnect

- Cancellations
- Claims Functionality







- Define insurance Date
- Select product options



Description

✓ Property All Risks

✓ Liability

Annual Turnover

☐ Business Interruption

☐ Miscellaneous Property

☐ Group Personal Accident

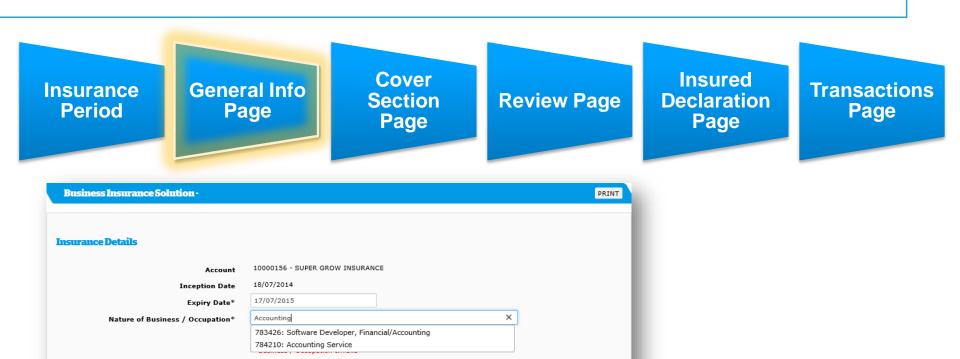
☐ Employees' Compensation
☐ Fidelity Guarantee
☐ Inland Transit

HKD

☐ Machinery Breakdown and Electronic Equipment

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Cover Sections



Legend

Referral

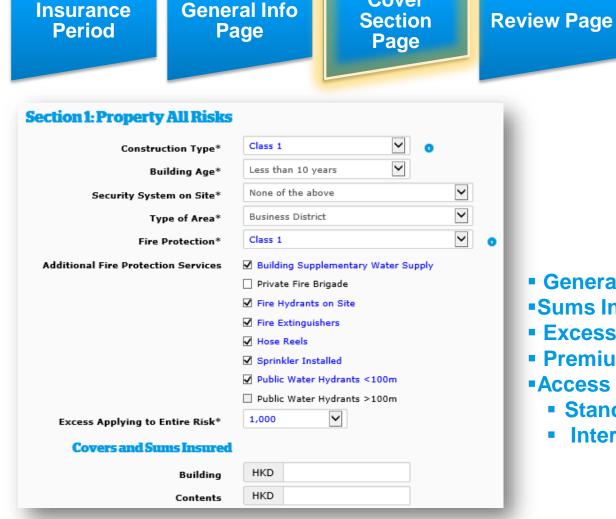
Decline

Straight Through

- Business Activity Details
- Cover Sections
- Claims History
- Risk Location Details
- Policy Clause Page



Cover



Insured **Declaration Page**

Transactions Page

- General Underwriting Information
- Sums Insured per section
- Excess
- Premiums
- •Access to sub pages:
 - Standard wording Clauses sub page
 - **Interested Parties sub page**





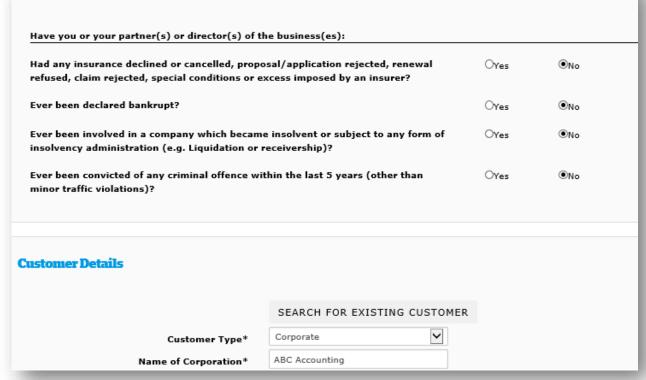


Options to:

- Amend any section details
- Add any sections
- Add any additional locations
- Attach Electronic Files







- Insured Insurance and Credit Rating Declaration
- Insured Name and Address Details



Insurance Period General Info Page Cover Section Page Review Page Insured Declaration Page Transactions Page

18/07/2014

Endorsement

POLICY OPTIONS .

Resume Delete Referral View Policy

Policy No: B0076620 Policy Status: In Force Policy Type: Business Insurance Solution (BIZ) Period of Insurance: 18/07/2014 to 17/07/2015 Insured: ABC Accounting eBusiness Policy Word Test Address: SP Attn code: Agent: Super Grow Insurance Consultants Risks Transaction History Documents Section Risk Location / Type of Business Terminated Commenced Property All Risks 001 YUE KING BUILDING, 1 LEIGHTON ROAD, HONG KONG 18/07/2014

- Transaction History
- DocumentsFolder
- Print / Email Documents



BACK TO SEARCH RESULTS

Liability

Accountant

HONG KONG

Accountant

002



Introduction to to Decline and Referral Function



What causes a quote to be flagged as Decline?

A Decline means that QBE is not prepared to quote the risk under the QBE Business Insurance Solution policy.

A Decline will occur if the:

- 1. Business Activity is not desirable or not typically SME business
- 2. Product access rules exceeded e.g. sum insured, staff numbers.
- 3. The claims or insurance history exceeds QBE's limits

NOTE: Qnect will not allow you to place this business so you will need to contact your QBE representative to determine if they can assist under another product and pricing basis.



Decline – System Alerts



△ Decline Messages

WARNING MESSAGE

The risk has been declined under the eBusiness platform due to the following reasons. Please consult your Underwriter to obtain terms.

· Number of Employees exceeds maximum allowed

Cover Sections		COVER SECTION STATUS				
Expand All / Collapse All	Annual Premium	Premium Due	Levy	Total Due	Commission	
Owork Injury Compensation						DECLINED



What causes a quote to be flagged as Referral?

A Referral means that a QBE underwriter needs to review the risk before final acceptance.

A Referral will occur if:

- 1. Business Activity is flagged as a referral risk
- 2. If any of the special QBE underwriting rules have been exceeded

NOTE: Qnect will still allow you to register and 'Pend' the quote and provide indicative terms to your client. If they wish to proceed you must convert it to a Full Binding quote and click on the 'Refer To Underwriter' button

SAVE PENDING

REFER TO UNDERWRITER

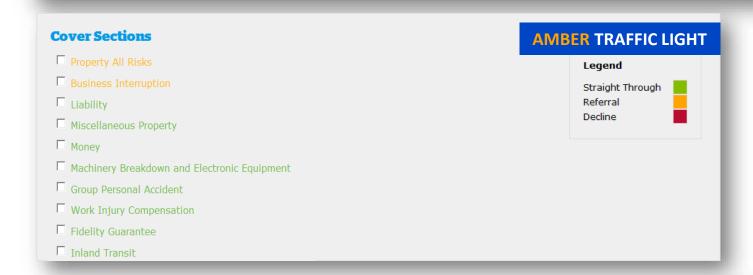
Referral – System Alerts

△Referral Messages

WARNING MESSAGE

No cover is in place until QBE confirms acceptance. The risk is referred due to the following reasons:

· Nature of Business



Cover Sections	CC	COVER SECTION STATUS				
Expand All / Collapse All	Annual Premium	Premium Due	Levy	Total Due	Commission	
⊙ Work Injury Compensation □ □)
O Inland Transit	\$1,000.00	\$1,000.00	\$0.00	\$1,000.00	\$400.00	REFER
Sub-Totals	\$1,000.00	\$1,000.00	\$0.00	\$1,000.00	\$400.00	

Referring via Qnect to QBE is easy!

There is no need to call QBE simply use the system workflow feature after you have registered the quote as Full Binding

REFER TO UNDERWRITER

STEP1: Click on the 'Refer To Underwriter 'button on the 'Underwriting Questions' page

STEP2: Provide as much information about the risk in the Information page and client on the 'Refer' button to submit to QBE

STEP3: OBE underwriter will review

Referral Information

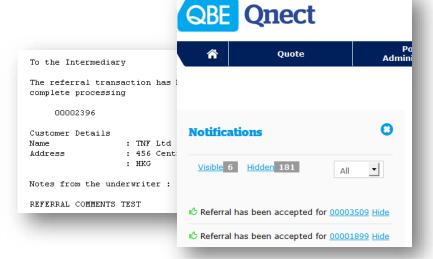
No cover is in place until we confirm acceptance.
Referral Reasons:
Nature of Business

Please provide any other relevant information for QBE to consider when processing this referral.

Refer to: (You may select multiple addresses).

test.ebusiness.referral.hongkong@qbe.com

STEP3: QBE underwriter will review and the result of the review will appear in the Notifications section of on your Dashboard page. You will also be sent an email.





Introduction to Endorsements



Examples of Endorsements

- Adding an interested Party
- Changing
 - Risk Location
 - Sum Insured or Sub Limit
 - Address *
 - Insured Name/Legal Name *
- Adding a new cover section
- Correcting a previous data error made on the policy

Unlike quotes, endorsements can be financial transactions

- No Premium payable e.g. adding an interested party
- Extra Premium payable e.g. adding another cover section
- Return Premium payable e.g. reducing a sum insured limit

These 2 endorsements must be sent to QBE as they cannot be processed in Qnect by an Intermediary.



QBE Qnect Important Information



Important Information

What's Next?

You will be emailed your personal User ID

Help & Support

- Full step by step 'How to guide' can be accessed from the Tools menu within the Qnect Home page
- If you still need help, phone your current QBE representative and they will point you in the right direction

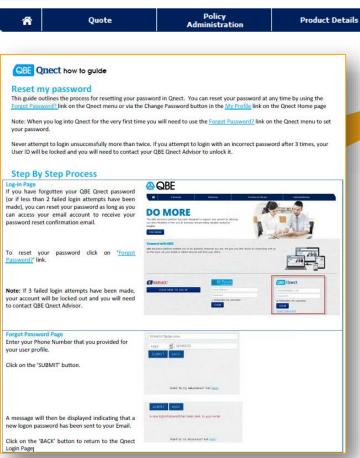
Service Turnaround

- Queries and Referrals turnaround will be same working day
- System availability Mon- Sun 24hours (some weekend variations)
- Never share Qnect IDs or passwords. One ID per person!

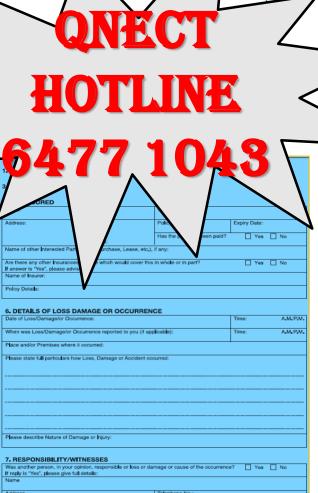


Qnect Assistance

QBE Qnect







Post Code

Was there a witness/or witnesses to this event If reply is "Yes", please give full details:



☐ Yes ☐ No

Questions?



