

iConnect 118204- Quoting Design Approach

Create a way to compare premiums from different term products.

Workflow Changes

New views will be added in the Admin tool and the Application portal to accommodate the quoting functionality. Provider changes will be necessary to accommodate the various ways to retrieve rates. New deployment views will have to be added and existing product deployments will need to be updated. Various database updates are necessary to associate rates to products and the product rules.

Features/Requirements

- Ability to upload rates and assign rates to products
- A generic engine that leverages the uploaded rates to calculate modal premiums
- Access for organization providers to rates within FireLight or Foresight/Other engine
- Ability to deploy rates and quoting information from one environment to another
- Ability to easily map client data to Firelight (i.e. Risk Classes)
- Currently limited to Term products only.

Admin Changes

- Quoting view for Admin user to set quoting information
- Group options to disable/enable the quoting views in the Admin tool and the Application portal
- Update the existing product scope (regular and B/D) to include quoting data for deployments
- New quoting scope for deployment of product rate information
- Ability to upload rates, assign the rates to products, and expire rates as needed
- Ability to create product limits- to filter products based on jurisdictions, term period, age, and face amount
- Quoting configuration information that can be changed on a product basis (i.e. product fee)
- Ability to assign product details to products within the Admin tool
- Ability to assign a company rating to an organization

App Changes

- Quoting view to run comparisons between products, and then select a product and create an application based on the comparison
- Update to the login process to allow user to go directly to quoting from the login screen
- Web service to access quoting information directly
- Access for organization providers to product premium information

UI Mock Ups

New Quoting Link within the Admin Tool

About FireLight® Admin

FireLight® Admin empowers non-technical users with the ability to manage all aspects of an organization's forms library using a simple, intuitive, user-friendly interface.


Using FireLight® Admin, non-technical users can:

- Upload existing forms, both fillable and non-fillable PDF or Microsoft XPS documents to the FireLight® server from an existing forms repository.
- Quickly and easily add or modify business rules on existing forms.
- Add powerful reflexive questionnaire logic to forms.
- Define products, packages, and selling agreements.
- Define how and when a form is replaced by a new version.
- Identify in forms where e-signature information will be placed.


IT Vendor: Select an Organization You Will Work On

Insurance Technologies


Insurance Technologies Currently Selected.


Form Library

Select PDF or XPS files from your local computer and upload them to the server.


Design Forms


Use our online design tools to design your forms and pages.


Profile Administration


Set up profiles for products, application packages, sales agreements, and more.

Organizations	Products
Packages	Sales Agreements
Email	Mapping
Review Queue	Groups
Commission	Quoting
Localization	Branding

[Close](#)


Branding

Modify UI texts, logo, colors


Exit


Log out of the application.


Quoting Rate View

Quoting Switch to Product Info

Rate Info Product Info Class

Quoting

 **Upload Rate** Upload New/ Replace Existing Rate



Rate	Rate Name	Rate Type	
cf400269-17d1-4f31-8ee9-48eff59b858c	Term Rate	Base	X
e0868c00-0a39-4698-a914-51452819b4a1	BaseRates	Base	X
f3944bdb-aa0e-4634-9f13-8af47911abcf	FSTerm	Base	X
b6f67ded-bd00-4b49-a150-9cf184f58fc0	New Term Rates	Base	X

Delete Rate


Rate Name: Rate Type:


Save Update Name

Enter the spreadsheet's Risk Class Number in the appropriate Firelight Risk Class.

Quoting Rate Info Product Info Class

Quoting

 **Upload Rate**



Enter Name

Rate Name: **Save**

Upload File

Rate Name: ☐ Replace Current Rate

Risk Class	Mapping
Standard Smoker	0
Standard Non-Smoker	1
Preferred	1
Super Preferred	0

Choose File RatesTest.csv

Upload Upload Spreadsheet File.


Click to submit when enter rest of information.


Enter the Spreadsheet's Risk Class Number in the appropriate Firelight Risk Class

Example Spreadsheet Format (enter in .csv or .xlsx).

	A	B	C	D	E	F	G
1	Gender	Risk Class	Level	Peri	Issue Age	Band	Rate
2	1	0	30	18	99999	0.001543	
3	1	0	30	19	99999	0.001543	
4	1	0	30	20	99999	0.001543	
5	1	0	30	21	99999	0.001543	
6	1	0	30	22	99999	0.001543	
7	1	0	30	23	99999	0.001543	
8	1	0	30	24	99999	0.001543	

Assigning Rate to Product

Quoting
 **Upload Rate**



Select Term Product.

Term Product

wsTestProduct

Go back to Quoting Rate View

Rate Info

Product Info Class

Product Rules and Config Tabs.

Rate

Product Rules

Product Config

Rate	Start Date	End Date
BaseRates	9/1/2015 12:00:00 AM	

Rate Set: BaseRates

Rate Start: 09/01/2015

Rate End:

State	Approved
Alabama	<input checked="" type="checkbox"/>
Alaska	<input checked="" type="checkbox"/>
Arizona	<input checked="" type="checkbox"/>
Arkansas	<input checked="" type="checkbox"/>
California	<input checked="" type="checkbox"/>
Colorado	<input checked="" type="checkbox"/>
Connecticut	<input checked="" type="checkbox"/>

☒ Check/Uncheck All

Add New Rate For Product


Click to Add new Row for the Current Product.


Save Product Rate Info

Product Rules-- product filtering is based on the product quoting rules.

Quoting

Rate Info
Product Info Class


Upload Rate



Term Product

wsTestProduct

Select Rule (Note Risk classes can have multiple Rows for different min/max based on age or jurisdiction, etc.)

Rate
Product Rules
Product Config

Risk Class	Min Age	Max Age	Min Face	Max Face	Available Terms	Available Jurs.	Available Riders
Standard Non-Smoker	18	90	0	1000000	10,15,20,25,30	AL,AK,AZ,AR,CA...	X
Super Preferred	0	80	0	1800000	10,15,20,25,30	AL,AK,AZ,AR,CA...	X
Preferred	0	60	0	8000000	10,15,20,25,30	AL,AK,AZ,AR,CA...	X
Standard Smoker	0	90	0	1000000	10,15,20,25,30	AL,AK,AZ,AR,CA...	X

Risk Class: Standard Non-Smoker
Add New Rule

Min Age: 18

Max Age: 90

Min Face Amount: 0

Max Face Amount: 1000000

List Periods:

10 Years
 15 Years
 20 Years
 25 Years
 30 Years

Ctrl-Click to select multiple term periods.

State	Approved
Alabama	✓
Alaska	✓
Arizona	✓
Arkansas	✓
California	✓
Colorado	✓
Connecticut	✓


☒ Check/Uncheck All


Save Filter Info

Configuration Information

Quoting

Quoting

 Upload Rate



Term Product

wsTestProduct

Rate Info
Product Info Class

Config Type	Config Value
ModalFactorMonthly	0.09
ModalFactorQuarterly	0.25
ModalFactorSemiAnnual	0.5
ModalFactorAnnual	1
PolicyFee	1

Rate
Product Rules
Product Config

Config Type: **ModalFactorMonthly** Config Value:

Save Config Info

New Quoting Link within App Portal

My Recent Applications:

Copy of Review CcMe- Jennie Rule Test

Status: Form Entry Last Update: 9/29/2015 5:51:20 PM

Copy of final- Jennie Rule Test

Status: Form Entry Last Update: 9/29/2015 5:51:20 PM

New Application - Weihong Test Prod

Status: Pending Review Last Update: 9/25/2015 1:10:17 PM

Test Initials

Status: Form Entry Last Update: 9/23/2015 5:21:29 PM

FormEntry - Jennie Rule Test

Status: Form Entry Last Update: 9/23/2015 5:14:27 PM

review test


Status: Form Entry Last Update: 9/23/2015 2:40:26 PM

Mkt - IT Annuity Product

Status: Locked Last Update: 9/23/2015 2:40:03 PM


1
2
3
4
All

[Hide Completed](#)




Quoting

A quick quotes and comparison of available products based on insured information.




New Application

Build a new application package for your client. Start filling in the information.




All Applications

View and manage your applications. Finish the applications and follow through with your clients.



My Preferences


Set up your own preferences for the system. Update your information.



Exit

To help us improve the performance and functionality, please send us your feedback. Thank you.

Quoting Comparison View


Home Quoting New Application All Applications Review Queue My Preferences Log Off 2

Insured

Jurisdiction: Colorado

Death Benefit: \$ 250000

First Name: Valued

Last Name: Client

Gender: Male

Birth Date: 1/6/1977

Issue Age: 39

Payment: Annual

Guaranteed: 10 Years

Risk Class: Standard Non-Smoker

Quick Quote

Available Term Product

Company	A.M. Best Rating	Product	Premium Total **	Action
Peak Life Insurance	A.M. Best AAB+	Term Life One	\$597.50	Apply
Peak Life Insurance	AA Best Rating A++	Term Life Two	\$466.75	Apply
Peak Life Insurance		Term Life Three	\$230.48	Apply

** Quick quotes are for illustration only. Actual premiums will be calculated upon accurate input data collected.

Areas Impacted

System Area	Yes	Comment
Admin Tool	Y	
- Form Library	N	
- Design Forms	N	
- Profile Administration	Y	New quoting view
- Reports	N	
- Deployment	Y	Updates to product scope and addition of quoting scope.
- Groups	Y	New group option flag
-		
FireLight App		
- New Application	Y	New path to create application
- Edit Application	N	
- Signature Process	N	
- Review Queue	N	
- Manual Review	N	
- User Preferences	N	
- Inbound Integration	Y	Changes to passive call process and new web service
- Outbound Integration	N	
- PDF Generation	N	
FireLight Console	N	Option not available in console
- Windows O/S	N	
- iOS	N	
- Android	N	
-		
Other Systems	N	
- DTCC Integration	N	

- Commission netting	N	
- Activity Reporting	N	