


open gi



Broker technology that supports every move you make

Open GI is the specialist technology partner for brokers who want more. More speed. More control. More ambition. Our configurable platforms put you in control—built to adapt around your business, never the other way around.

This is true partnership.



Serving the insurance industry for more than 45 years, we specialise in helping brokers, underwriting agencies, insurers and MGAs remain competitive and compliant without unnecessary complication.

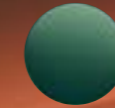
Drawing on our cutting-edge software solutions and diverse Partner Network, we deliver transformational business gain, from better quality customers and reduced fraud, to greater risk predictability.

And that's just for starters.

- We're committed to delivering intuitive and engaging user experiences that evolve with your business.
- Our software platforms are proven to unlock a faster, more accurate and more profitable way of working.
- We remove the headache of lengthy, complicated and time-intensive migration.
- All our software is scalable, so you'll never be oversold or pay for capabilities you can't use.
- We work in close collaboration to identify and solve your unique pain points.
- We provide access to a Business Support team along with dedicated project governance and SME access.

The only technology partner you'll ever need

# Control the system, outpace the market



From first contact with a prospect, managing quotations, to converting them to a live client, Core delivers a complete broking experience.

Using our self-service portals your clients can manage their policies online – from MTAs and documents through to renewals and payments, helping to maximise your sales growth and make managing your business easier.

## Improve your business efficiency

- Use the functionally-rich platform across both personal and commercial lines of business.
- Keep track of performance with ready-made MI and compliance reports.
- Use enrichment services for the most accurate risk-profiling.
- Build customised business workflows to sell and serve products more easily.
- Core is supported by a long-term development programme with new features and user experience enhancements continuously added.

Our range of digital solutions easily connects to the Core platform, delivering B2C quote and buy website creation, comparison website connection and data enrichment services that support a wide range of third-party integrations.

# Operate smarter, scale with confidence

Mobius, our cloud-native platform, delivers precisely what you've been asking for – a complete policy and client administration system, run from a central, secure platform. The most advanced insurance broking software on the market today, Mobius is hosted in Microsoft Azure and is fully configurable and customisable, giving you total control at every turn.

## Get ahead with Mobius

More than simply a level-up, Mobius brings technology simplicity into your everyday brokering life, enabling you to process more policies in less time, freeing up your resources to focus on other areas of your business.

01

Open configurable platform built using the very latest SaaS based architecture.

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02

Effortlessly connects with existing software systems and third-party services.

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03

Fully scalable as your business evolves and looks to the future.

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04

Powers underwriting, allowing you to assess risks, price claims and make informed decisions.

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05

Automation capability enables you to collaborate more effectively with other insurers.

Ratings and IHP Plus

# Confidence to move quickly

To remain competitive in today's market, you need to be able to react instantly to meet unexpected challenges and changing purchasing behaviour. Step forward our cloud-based Ratings and IHP Plus platforms, which give you the power to build, manage and monitor your own products and schemes.

Backed by the latest Microsoft technology, each solution gives your business more flexibility, as well as the ability to control changes to your new product, in real-time for any line of business.

## Stay ahead of the curve

- Enrichment services are easily integrated, improving your own data and increasing the accuracy of your pricing.
- Real-time reporting is available at the touch of a button, showing you everything about your business schemes and products.
- Prevent fraud more easily by setting rules around suspicious behaviour.
- IHP Plus integrates with all software houses, allowing you to maximise your distribution footprint and extend your market reach at a fraction of the cost.
- Mobile app enables real-time monitoring and reporting on the move.

Digital Solutions

# Tools to move faster and look sharper

Times have never been tougher for the modern-day broker, which is why we're committed to developing products that eke out every possible business opportunity. Our extensive range of digital solutions connect effortlessly with our policy administration systems, improving the accuracy of your quotes and the service to your clients.

## Pricing

There is an increasing expectation from clients that they will receive personalised pricing, tailored to their individual needs. Our real-time pricing tool adjusts rates of premiums at the touch of a button, offering a flexibility that will help to improve your quote conversions.

## Business intelligence

Being able to access accurate business intelligence will help you stay ahead of the competition. Our intuitive solution shows real-time illustrations on a wide range of relevant information, showing you the latest data on market trends that will help you to identify new opportunities that will deliver growth for your business.

## Distribution

Maximise your online market reach and present quotes on the market-leading comparison sites with our distribution application. From the point of quotation, the client travels directly to your website, improving their user experience and helping you to secure new business more efficiently.

## Enrichment

Increase accuracy and save money with our broker enrichment application. Easily connect with our third-party data specialists offering client checks that include ID, credit risk and insurance fraud. Simple risk checks are carried out at the point of quotation to deliver personalised results that influence the quote status and the overall premium offered.

## Virtual Assistant

# If you're still waiting, you're already behind

It's why we've invested in our cutting-edge Virtual Assistant AI-powered technology, to enable you to automate your admin heavy, repetitive tasks and free up your team to focus on the things that really matter – strategic growth and profitability.

### Artificial intelligence, real benefits

- Be open all hours and convert more quotes into policies.
- Free your best people from busywork and invest their time in growing the business.
- Future-proof your business and stay competitive by enabling your customers to access the answers they need faster.

### Plug-in capability

Virtual Assistant plugs directly into your existing customer journey, allowing you to leave time-sapping processes and enabling upsell / cross-sell opportunities to your virtual partner. To ensure that we're using AI in the most intelligent way possible, we've teamed up OpenDialog – a British AI firm that only serves heavily regulated industries such as healthcare, finance and insurance.

In any industry, time is money. This is particularly true of insurance, where simple tasks such as mid-term adjustments take an average of 24 minutes to complete.

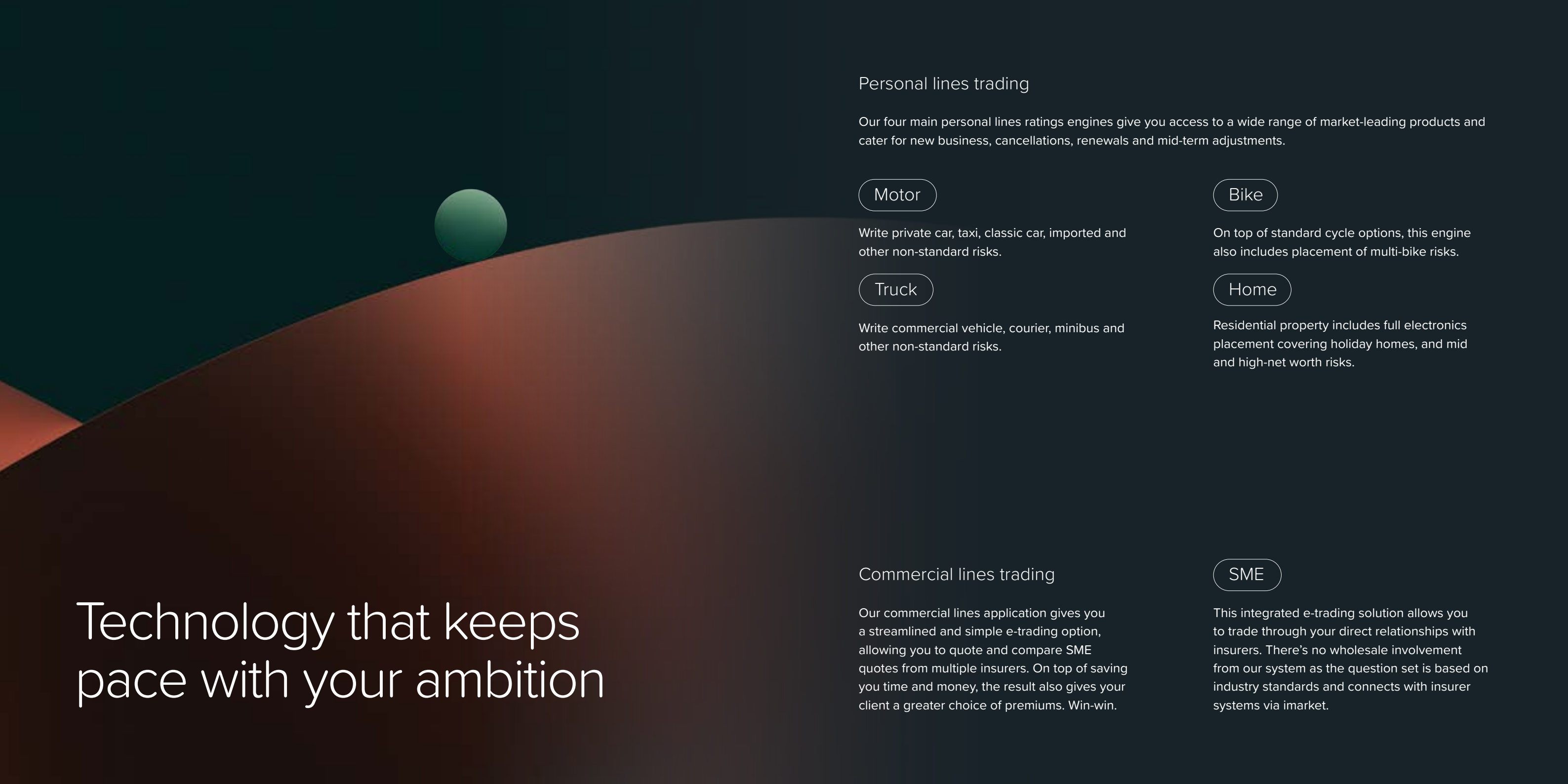
## Portals

# Smarter solutions for sharper trading

### Make Portals your first port of call

With more online choice than ever before, customers are increasingly searching for the most streamlined, intuitive and engaging user experiences. Our new Portals will instantly level-up your online offering with a simplified, modern and personalised customer journey. Designed and built to industry best practice, our new Portals are easily configured to your existing tech setup and brand. They can be managed by our team or left to your in-house experts – the choice is entirely yours.

- Unlocks a first-class user experience for your customers.
- Helps you automate your business and stimulate new leads.
- Modernises outdated online journeys that prematurely age your business.
- Works across both Core and Mobius policy administration systems.



Technology that keeps  
pace with your ambition

## Personal lines trading

Our four main personal lines ratings engines give you access to a wide range of market-leading products and cater for new business, cancellations, renewals and mid-term adjustments.

### Motor

Write private car, taxi, classic car, imported and other non-standard risks.

### Truck

Write commercial vehicle, courier, minibus and other non-standard risks.

### Bike

On top of standard cycle options, this engine also includes placement of multi-bike risks.

### Home

Residential property includes full electronics placement covering holiday homes, and mid and high-net worth risks.

## Commercial lines trading

Our commercial lines application gives you a streamlined and simple e-trading option, allowing you to quote and compare SME quotes from multiple insurers. On top of saving you time and money, the result also gives your client a greater choice of premiums. Win-win.

### SME

This integrated e-trading solution allows you to trade through your direct relationships with insurers. There's no wholesale involvement from our system as the question set is based on industry standards and connects with insurer systems via imarket.

From triage and fault fixing to solving complex issues with absolute clarity, our team of experts are here to support your business.

# 99%

of calls are answered in under 10 seconds.

# Real-time

view of your support tickets and their status.

# Online portal

helps you raise support tickets quickly.

# 30

trained staff provide support using set KPIs.

# Web chat

if you need instant support.

Looking for more wrap-around support?

- On top of our standard services, we offer a range of additional tiered support to give you further peace of mind.
- Extended support 8am-9pm via an exclusive number (includes Saturdays and bank holidays).
- Leave your IT admin to Open GI (includes daily system monitoring and release management).
- Complete disaster recovery (includes automatic data back-up to our secure network).
- Out-of-hours support 6am-11pm with on-call specialist resource (Monday-Sunday, exc. Christmas Day and New Year's Day).
- Continually improve your system efficiency with our on-hand consultancy teams.
- Open Cloud Services equips our cloud-based customers with the latest technology infrastructure.

# Support that drives your performance

open gi

[opengi.co.uk](https://opengi.co.uk)