iNet SALES
INSURANCE NETWORK

iNet Sales®

The Product of Choice for All Insurance Companies

SFS

INET SALES® Insurance Sales Management System

iNet SALES means

faster sales process at lower costs

Product Overview

Innovative Insurance Sales Method (B2B & B2C)

iNet Sales is an innovative Online Insurance Sales application that offers an enhanced end-to-end cloud-based solution compatible with all platforms including smart mobile devices.

iNet Sales can be offered to all sales channels (agencies, brokers, banks and alternative sales channels) by the Insurance Companies. Integrated into the core insurance systems, iNet Sales allows receipt of real-time proposals, comparison of alternative proposals and conversion of proposals into actual policies. In addition to online proposals and policy issuing, iNet Sales offers policy renewals, cross sales, campaign management and target monitoring capabilities. The solution's advanced reporting and dashboard features can be used to measure the performance and efficiency.

Target customer groups include:

- Insurance Companies
- Insurance Companies' Sales
  - Agencies
  - Brokers
  - Banks
  - Alternative Sales Channels

Key Benefits for Insurance Companies and Sales Channels

- **Reduced Initial Investment and Operational Costs**
  Easy access to the application without any hardware and software deployment costs.
- **Increased Efficiency and Production**
  7x24 online structure helps increase productivity
- **Increased CDI (Customer Delight Index) and Sales Channel Satisfaction**
  Optimum solution is achieved for each sales channel and customer easily through the discovery of personal needs
- **Easy Integration with the Third Party Systems**
  Trouble-free, easy integration with regulatory authorities and core insurance applications of the insurance companies
- **Increased Sales Power and Revenues**
  Increased number of alternative sales channels with the addition of Web and Mobile technologies resulting in higher policy sales volume
- **Faster Sales Process**
  Effective management of sales lifecycle over a single platform
- **Enhanced Service Quality**
  Advanced feedback reports leading to improvement actions

Key End-User Benefits

"INET Sales B2C Platform (Direct Sales Platform)"

- **Secure Purchase**
  Trusted and secure policy purchase through international standards based security infrastructure
- **Time Saver**
  Policy sales process is accelerated through comparative proposals and access through mobile technology
- **Individual Portfolio Management**
  Policy ownership with customized and personalized product and campaign options

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also available on mobile devices

Main Features

- Policy Lifecycle Management
  - Alternative and Comparable Products Proposal
  - Policy Issuing
  - Policy Supplements
  - Renewal
  - Proposal/Policy Printing
- Cross Sales Management
- Target and Campaign Management
- Customer Relations Management
- Payment Collection Management
- Process Management
- Monitoring and Reporting Platform
- Corporate Portal Management
- Performance Management

Architectural Features

- Cloud platform infrastructure
- Scalability
- Adaptable to security policies
- User friendly interface
- Platform-independent accessibility (Back office, Browser, Media, etc.)
- Turnkey solution
- Flexible and easy adaptation
- Customization
- Fast Localization and multi-lingual support

Market Dynamics

Digital Transformation Trends in Insurance Sector:

- Increased rate of purchasing insurance products over the Internet and smart telephones
- Increased use of Social Media as an alternative sales channel
- Utilization of Software as a Service (SaaS) solutions by multiple insurance distribution channels

Consumer Trends in Insurance Product Purchases:

- **71% of Consumers** buy policies over the social media or by comparing in the digital environment
- **26% of Consumers** buy policies over online Web portals or mobile devices
- **50% of Consumers** are ready to give additional personal information and details on their life style in order to receive the best insurance proposal

In this changing digital and mobile environment, acting fast and offering the right policy to the right customer with effective sales processes at reduced costs is key to staying competitive. SFS's iNet Sales solution addresses this need and offers the insurance market ecosystem players a secure and innovative insurance sales management system.

Innovative Insurance Sales Method of SFS

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About SFS

Since 1992, tens of big insurance companies (Ankara, AIG, Ray, Liberty, Cardif, HSBC, AXA, Allianz, Marsh, AON, Sompo Japan, Aviva, Turk Nippon, ECGC India, etc.) and thousands of insurance agencies and actors in the insurance sector opted for innovative systems and services of SFS.

We offer end-to-end basic solutions to all actors in the sector such as insurance companies, broker, agencies, banks and alternative sales channels in Non-Life, Life, Health, Credit and Export Credit, Retirement, Takaful and Cooperative Insurance branches. EBRM, CRM, We offer flexible, manageable and customized solutions with our EBPM and SaaS-based infrastructure. We continue to address the sector's needs with our innovative approach and 90+ experienced team members developing R&D projects and monitoring the sectorial dynamics closely.

Please contact us so we can see how we can help you...

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