



Vertafore™

Unleash your potential

FSC Rater®



FSC Rater comes loaded with features to help you:

- Accurately rate hundreds of carriers in seconds
- Compare rates, coverages, and installment options
- Save time by avoiding duplicate entry
- Track and monitor sales activity
- Generate marketing letters to prospects
- Streamline workflow by integrating with carrier websites and agency management systems
- Correctly place your risk with the right carrier the first time

“Over the years, I’ve seen dozens of rating vendors try and fail to provide a product that compares to FSC Rater. If you want a rating system that is accurate, easy to use and dependable, FSC Rater is the only choice.”

—Sharron Varga
Action Shoppe Insurance Brokers
Rancho Cucamonga, CA

Win more personal lines business with FSC Rater.

If you think you know the best carrier to place a risk with after the initial interview, guess again. Recent data suggests that agencies using only carrier websites are incorrectly placing risks 80% of the time—greatly increasing the probability that they will lose the business to the competition later down the road.

Changes in pricing and changes in carrier appetites are occurring at an alarming rate and using a comparative rater has never been more critical to your agency’s success. But choosing the right comparative rater is just as important. After all, the difference between winning or losing the business often comes down to the accuracy of the rate. That’s why over 6,000 agencies choose FSC Rater as their rating system of choice.

FSC Rater is an easy-to-use rating system that accurately rates personal lines, auto, motorcycle, homeowners, dwelling, fire, renters, condo, and mobile homes. With its intuitive design, large library of markets, carrier bridges, and pinpoint rating accuracy, FSC Rater is the preeminent rating and submission solution in the nation.

With over three decades of experience in building accurate rates, FSC Rater empowers producers with the ability to quote with confidence and win more business.

A Smart Solution

FSC Rater has been built from the ground up with a single purpose in mind: to enhance an agency’s value in the marketplace. For more than thirty years, FSC has been working with insurance professionals across the country to provide innovative solutions to complex business problems. As a result of our collaborative effort, few other rating systems can compare to the broad array of features currently available in FSC Rater. Even fewer can offer it at an affordable price. When it comes to choosing a comparative rating system, FSC Rater is the ideal choice.

Accurately Rate Multiple Carriers

FSC Rater helps you win more business by accurately rating dozens of carriers in less time than it takes to generate a quote through a single carrier website. Plus, the FSC Rater workflow is simple and easy to use—allowing you to enter prospect information quickly and easily with a minimal amount of training.

Real Time Rating

FSC Rater features real time rating technology that allows you to input rating information one time and obtain rates from multiple carriers directly. Since the rates are generated using the same rating engines from the carrier’s websites, you can quickly move through the rating process, confident in the accuracy of your data.

Large Library of Markets

You no longer have to settle for a rating system that only rates with a handful of your appointed carriers. FSC Rater features the largest library of personal lines, auto and property carriers available in the West.

Bridges to Carrier Websites

FSC Rater doesn’t just generate a rate—it also saves you time by transferring client data to the carrier’s website for policy submission. FSC Rater features dozens of carrier bridges that make duplicate entries a thing of the past.

Integrates with Multiple Systems

Need to order an MVR, send a quote letter, or rate a renewal? With FSC Rater you can do all of these things and more without re-entering data.

FSC Rater is also a certified integration partner with most agency management systems, giving you the ability to import and export client information with just a few clicks of your mouse.

Productivity Reports, Marketing Letters, and Digital Forms System

Comparative real time rating is just part of the package. FSC Rater incorporates several additional features that help you track productivity and win more business. FSC Rater can help you identify which carriers are most competitive in your territory, generate productivity reports, create custom marketing letters for your prospects and policy holders, and even produce a variety of ACORD forms, including applications, ID Cards, and Certificates of Insurance, and more.

Credit Scoring, Verification Tools, and Automatic Tiering & Underwriting

The accuracy of your rate is wholly dependent on the integrity of your data. FSC Rater dramatically improves the accuracy of your rate with features like integrated credit scoring, automatic tiering & underwriting, and VIN & Address Verification.

At Vertafore, we know the value of a customer and are continually evaluating new ways to use technology to facilitate the rating and integration process. You can

“FSC continues to innovate with new features that address the changing needs of our agency. I highly recommend FSC Rater to anyone in need of an accurate and easy to use rating system.”

— Roger Stone, Roger Stone Insurance Agency

count on Vertafore to continually enhance FSC Rater to meet the demands of your agency well into the future.

Intuitive & Easy to Use

We understand that not all agencies are quick to embrace change. However, FSC Rater simplifies your quoting process to the point that even your most seasoned employees will never want to quote the old way again.

FSC Rater is designed to help you interview your prospects as efficiently as possible. The interview questions are organized in a logical sequence, allowing you easily gather the information you need. Once you've collected the appropriate rating information, you can generate quotes directly from your appointed carriers in seconds and in real time.

Placing the business is just as easy. With a few clicks of your mouse, FSC Rater automatically bridges client information to the carrier's website so you can bind and issue the policy. FSC Rater can even store your agencies carrier login credentials to save you more time.

For agencies that are using an agency management system, you can also import rating information without having to re-key data. FSC Rater makes creating a new client record in your agency management system virtually effortless.

World Class Customer Support

Should you need assistance, you don't have to worry about generating a help ticket and waiting for a return call. Our support professionals are available via a toll free number and can even attach to your desktop remotely to correct issues on your behalf.

We take care to ensure that your markets, carrier bridges and third party interfaces are set up properly during the initial install. We continue to monitor your progress along the way.

Vertafore also provides a free series of training webinars to ensure that you are getting the most out of your rating system.

FSC Rater Customer Support

- Free training for initial implementation
- Free ongoing training
- Toll free number with live customer support
- Remote desktop support
- Access to Power Users webinar series
- Experienced, knowledgeable and friendly support staff

For more information about FSC Rater, contact your Vertafore Account Executive at 800.444.4813.

Vertafore is the leading provider of software and information to the insurance distribution channel, including independent agents, brokers, MGAs, carriers and reinsurers. Vertafore leverages a unique industry presence to deliver meaningful solutions—powerful technology, critical information and robust insights to help organizations effectively respond to business challenges and capture new opportunities. Vertafore solutions are helping more than 17,000 customers and 500,000 end users gain a competitive advantage to accelerate their business performance.