ReferenceConnect

powered by **Vertafore**

The information you need.
The connections you want.

ReferenceConnect® is the industry's most extensive and comprehensive insurance knowledgebase, providing you with access to all the information you need from one central location.

Features you need

40+ top insurance publications in one place

ReferenceConnect® aggregates information from trusted third parties into a single, searchable database that is continually updated and accurate. Write more high-profit, complex lines of business with access to key content from ISO, NCCI, IRMI, and more.

Available anytime, anywhere via your smartphone or tablet, so you can find the information you need quickly when visiting a new client or a new geographic area.

Standardize your training

Reduce the time it takes to ramp up new employees with access to Risk Profiles, Underwriting Guides, Court Cases, and much more.

Write more of the right business

Publishing your appetite guides through ReferenceConnect allows for your agent partners to have searchable access to these guides that are provided in a standard, easily digestible format. Your agent partners can quickly identify whether you have the appropriate risk appetite for them and you can reduce the number of incoming no-hit submissions.

Some customers have seen

- **3+ hours** saved each week on searches
- **60% reduction** in time needed for internal document searches
- **1-2 days faster** for employee productivity
- Streamlined underwriting research

Return on investment

Save 4 hrs/week per underwriter/technician

One carrier was able to save 4 hours per week per underwriter/technician in a team of three underwriters and two technicians.

$936,000/yr

That time savings goes a long way. One carrier with over 200 underwriters saves $936,000 annually with ReferenceConnect.

"If our people spend too much time researching—going from place to place to find what they need—we lose efficiency and speed to market. And for us, it's all about gaining efficiency."

Jane Kendal,
Manager of Product Management,
FCCI Insurance Group

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Web Publishing

ReferenceConnect® Web Publishing allows you to easily publish, manage, and share your company content in one convenient location, providing both your team and agents with a one-stop shop for proprietary rules, forms, analysis, and company guidelines.

Features you need

Organize and publish proprietary content

Automate and centralize your ISO forms, rules, and guidelines, integrating them with third-party publisher content in an easy-to-search format that you define. Ensure that your agency partners and underwriters use the correct form every time.

Share information with agents

Provide agents with your company's proprietary information on ReferenceConnect in order to accelerate quoting, binding, claims processing, and more. By providing up-to-date standardized, searchable forms to your staff, you reduce no-hit submissions and time spent on the phone with your agents. Agents access your proprietary information through their own Agent Access portal.

Web Publishing enables you to:

- Easily organize, manage, and publish proprietary information
- Designate which forms and rules are effective for your company
- Ensure that agents and underwriters submit the correct form, every time
- Mitigate compliance risks
- Reduce your declination rate
- Achieve ease of doing business with your agency partners, allowing them to write more business with you

"Central Insurance has been using ReferenceConnect Web Publishing to distribute company information to our internal and [broker] users for several years. Both our [brokers] and employees appreciate that with one search, they can see everything!"

Laura Ditto,
*Marketing Communications Manager,
Central Insurance Companies*

Visit for more info   or call 800.444.4813

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