



Insurers Invited to Have “All You Can Eat, When You’re Hungry”

FirstBest Reveals Modern Collaborative Technologies That Thrill Agents and Ensure Carriers Never Miss a Single Submission; Demos the New Front Office for Insurance

BEDFORD, MA, December 8, 2010 – As 2010 comes to a close, insurers realize that they cannot afford to simply remain in survival mode. The window of opportunity to become the carrier of choice for agents and brokers, and for ensuring they never miss a single piece of business, is now: 2011. But the keys to profitability and leaving competitors in the dust of 2010 don’t reside in back-office systems. That is, according to [FirstBest® Systems, Inc.](#), which delivers configurable Web 2.0 underwriting, agent portal and agency connectivity software that easily integrates with existing systems.

Today, the company invited carriers to attend its December 14th Web seminar revealing the new Front Office Suite for Insurance. The event will demonstrate how new collaborative technologies convey current risk appetite to agents and ensure carriers don’t miss a submission – when they are hungry for business.

WHO: Commercial and specialty-lines insurance companies, agents, brokers, MGAs, MGUs, press, and analysts are invited to attend the one-hour complimentary interactive presentation and product demo.

WHAT: Many carriers are finding that in order to drive more revenue from the *front-end* distribution channel, they need focus beyond the *back-end*. They need applications that weave a seamless collaborative process from agent to underwriting to back-end systems. They need a new front office. But most front-office systems focus on data entry for processing systems and moving data among systems, not helping, and sometimes fully bypassing, the people involved. A “reinvented” front office can put the full distribution channel in a virtual room for collaborative underwriting. Such a unified one-stop-shop, integrated with downstream systems like a policy admin, lets teams rate, produce quotes, review documents, and more – so carriers, and their channel—can rapidly submit, evaluate, quote and close all the business they need and want.

WHEN: Tuesday, December 14th at 2:00 p.m. Eastern / 11:00 a.m. Pacific

WHERE: Register today at <http://www.firstbest.com/new-front-office-webinar.htm>

About FirstBest

[FirstBest® Systems](#) delivers [insurance software](#) solutions that help commercial- and specialty-lines carriers drive premium growth, scale their business and achieve high service levels with agents. FirstBest’s proven [Front Office Suite](#) for insurance includes modular [underwriting workstation](#), [agent portal](#) and [agency upload](#) applications. Insurance companies such as AMERISAFE, Inc., a specialty writer of workers' compensation

insurance for hazardous industries, ICW Group Insurance Companies, a multi-line super regional insurer, and Beacon Mutual Insurance Company, Rhode Island's largest writer of workers' compensation insurance, rely on FirstBest solutions to improve underwriting efficiencies and quality, institutionalize knowledge and best practices and empower everyone in the process to quote, collaborate, issue, and bind business on a single real-time platform.

FirstBest also hosts the [Agent-Carrier Connection](#), a collaborative underwriting forum and news portal. For more information, visit www.firstbest.com or call 1.888.863.6095.

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