



FirstBest Hosts Novarica Webinar to Help Insurance Companies Meet the New Imperatives of Flexibility and Speed to Market

“Delivering a High-Speed Specialty Lines Platform”

BEDFORD, MA, June 15, 2011 – [FirstBest® Systems, Inc.](#), provider of [insurance software](#) solutions for commercial and specialty-lines insurance companies, today announced open registration for *“Beyond Products: Delivering a High-Speed Specialty Lines Platform,”* featuring insight from research and advisory services firm Novarica.

WHO: [Karlyn Carnahan](#), principal, insurance practice, Novarica

WHAT: Specialty insurers increasingly target specific niches with customized products. Ideas are plentiful but the execution is challenging and grows harder with each new niche. The market must accommodate a wide variety of unique risks and requires more operational and system flexibility to meet insurer, broker and insured needs. Whether they compete for quality submissions, provide niche solutions through programs and MGAs/MGUs, or participate in line-slip or fronting arrangements, specialty carriers must be able to adjust their processes and systems to both the risk characteristics and the way they work with individual markets and brokers.

During the live Webinar, Karlyn Carnahan will discuss:

- How to address Specialty underwriting challenges that drive up costs and slow down time-to-market
- The new imperative for flexibility and speed-to-market
- How to drive more business from your distribution channel
- Ways to improve underwriting quality and consistency
- How some insurers are reinventing the product pipeline, capturing market share, and improving underwriting profitability by modernizing their underwriting and front-end infrastructure.

WHEN: Wednesday, June 22nd – from 2:00 to 3:00 p.m. Eastern

WHERE: Register today at <http://www.firstbest.com/cws-specialty-webinar.htm>

About FirstBest

[FirstBest® Systems](#) delivers [insurance software](#) solutions that help MGUs, MGAs, commercial- and specialty-lines carriers drive premium growth, scale their business and achieve high service levels with agents. The proven [FirstBest Front Office Suite](#) includes agency upload, [broker portal](#) and [underwriting](#)

[risk management solutions](#) delivered as managed applications. 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 Pacific Compensation Insurance Company, a specialty 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.

Announced in April, the FirstBest Front Office solution for specialty-lines carriers enables insurers to seize new market opportunities, drive underwriting profitability in new and existing markets and improve service to brokers. The underwriting risk management solution includes rapidly configured applications that bring in external data, incorporate modeling tools, and deliver precision pricing and stronger underwriting discipline.

For more information, visit www.firstbest.com or call +1-888-863-6095.

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