

CASE STUDY

Orchid Insurance Agency - Vero Beach, FL | W orchidinsurance.com

Get Online! With I-Engineering's I-Net Online Rating & Quoting System

I-Engineering's instant online rating, quoting and binding system, I-Net, has unquestionably improved our business flow! We have seen a 30% increase in volume as a result of implementing the system, and this is only since this past March! It's simple to use, it's customized based on their interest, and they can quickly fill out an application and get a quote back within minutes.



As with any other successful company we have always maintained a focus on our bottom line. Unless we invest in this technology, our internal expenses will pull at that margin.

I-Engineering has helped us improve the efficiency of our existing employees' data entry process so that we could meet the demand of a growing business with our current excellent staff rather than having to try to hire more people to meet those same needs. Instead of getting 500 quotes a month, we wanted to know what would happen if we got 1,500. Could we do that? We recognized that we couldn't with the systems we had in place. Utilizing **I-Engineering's** I-Net system allowed us to improve upon the current processes and also help us to grow and increase this new efficiency.

I-Engineering delivered a very complete and impressive system. When I conduct an online demo or meeting and show this system to agencies they are overwhelmed that it's that easy to use. We don't even have to send a



*Brad Emmons
Vice President*

tutorial - it's that simple to use. It's instantaneous and it works like a gem.

Many General Agents like us are looking for web systems, I believe that they are all going to have to move in this direction. It increases your efficiency too much to not be implementing it now.

Our relationship with **I-Engineering** is not just a one-time development, it is a long-term relationship that will be allowing us to continue to work on our efficiencies and automation for continuing improvement of how our agents do business with us. We're always going to try to improve it and enhance the product. We've been very satisfied with our experience with **I-Engineering** and the progress that the I-Net system has given us.

"I-Engineering allowed us to develop something that would grow with us and increase our efficiency"

~ Brad Emmons



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