Novidea

Like No Other Insurance Platform

Novidea, the leading provider of the only born-in-the-cloud, data-driven insurance platform, enables brokers and MGAs to modernise and manage the customer insurance journey, end-to-end, and drive growth across the entire insurance distribution lifecycle.

The Novidea platform, built to leverage the power of Salesforce's Big Technology, provides a complete ecosystem that spans every aspect of the business. This includes a 360-degree view of the customer and all stakeholders, an integrated front-, middle-, and back-office, and seamless automated workflows that streamline every phase of the insurance journey.

Brokers and MGAs have real-time access to all customer and policy data, with actionable intelligence, from any device, anywhere.

Novidea turns data into insight at the point of need, enabling better-informed decisions and delivering greater customer value through products and services tailored to individual needs.
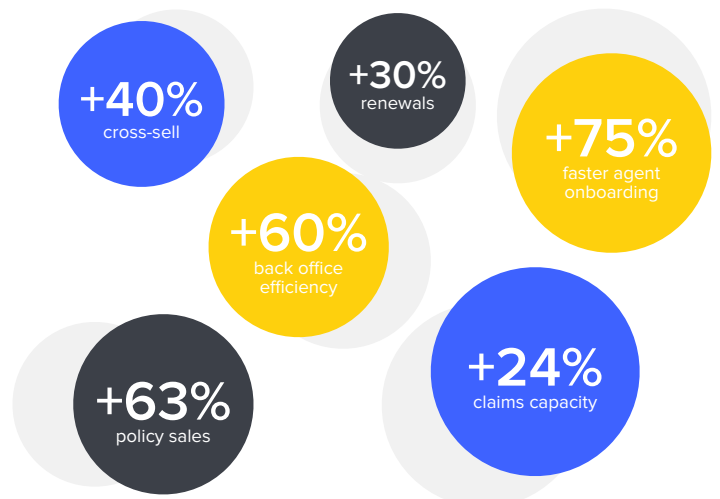
Novidea supports more than 100 customers, including brokers, MGAs, and the London Market, managing more than 22 million policies across 20 countries worldwide.

With fragmented business systems focused on operations and data scattered across legacy software, getting a clear picture of opportunities and business health is next to impossible.

Empowering You To Thrive

- Easily **highlight** potential gaps in your client's insurance arrangements and drive cross-sell opportunities

- Automatically **benchmark** client coverages against peers to assess suitability of limits and drive upsell

- **Understand** which trading partner relationships offer the best opportunity to meet your revenue goals

Novidea Customers Demonstrate Measurable Results

+40% cross-sell

+30% renewals

+75% faster agent onboarding

+60% back office efficiency

+63% policy sales

+24% claims capacity

Success Through Insight

Designed specifically for insurance distribution, Novidea's cloud-based platform gives you a single view for managing the entire insurance distribution lifecycle across all lines of business.

Seize Every Opportunity

By giving you the customer insights you need to optimise every interaction, Novidea helps you not only capture more revenue, but also boost customer retention and renewal rates.

Streamline and Simplify

With the ability to consolidate your front- middle- and back-office data and workflows — from leads to quotes to policy administration and analytics — you'll get full visibility into the entire customer journey. Novidea's actionable insights help you increase profitability and productivity while providing service excellence, regulatory compliance, and secure data access from any device, anytime.

Self-service Client Portal

Novidea's self-service portal solution gives your clients secure access to insurance portfolios. With full 'quote & bind', self-service, claims management and direct communication with your customers' capabilities, you'll reduce agent workload and costs while creating new business opportunities.

The Novidea Advantage

Novidea helps improve customer services and business performance while slashing costs and inefficiency:

- **Born-in-the-cloud.** No servers to manage, software to update or backups to worry about — and users can log in securely from any device at any time.

- **Scalable.** Easily add new channels, lines of business, territories and revenue streams in any region or regulatory environment.

- **Modular.** Novidea is a complete, end-to-end solution that you can deploy at your own pace by starting with key modules and building from there.

- **Proven.** Built on the proven Force.com multi-tenant development framework, Novidea ensures scalability, security and reliability you can count on.

- **Easy to deploy.** Migration and integration are painless for your business.

- **Customisable.** Flexible workflows are easily customised to suit your business practices.

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