



CASE STUDY: Transport Risk Management & Allianz

Opening and Expanding the Drone Insurance Market



**Global Aviation
Insurance Broker**
Conifer, CO
www.transportrisk.com

Solution Components Used:

- Sales & Marketing
- Rating, Quoting
- Underwriting, Binding, Issuance
- Document Management
- Distribution Partner Admin
- Portals (Self-Service)
- Billing and Accounting

-  Distribution
-  Market Expansion
-  Operational Efficiency

Key Success

- Revenue growth rate increase of 60%
- Partner acquisition growth rate increase of 50%
- Time to onboard partners reduced from 180 days to 30 days
- Binding ratio increase of 18%
- Quote to bind time reduced by 59%

The Situation

Transport Risk Management (TRM), a leading aviation insurance brokerage, MGU and risk manager, respected for their deep expertise and advisory services, was looking to address the UAS/UAV (unmanned aircraft systems/unmanned aerial vehicles) risk market. This market, while in great demand, was plagued by high friction and transaction costs in creating, delivering, and administering programs for a distribution channel, thus rendering it unprofitable.

The Solution

TRM recognized through a technical partnership with XDimensional Technologies' Insurance Solutions Division, and a business partnership with Allianz, they could overcome these hurdles, open up new markets for their customers and partners, and rapidly scale their business.

Overall, TRM chose XDimensional's Insurance Solutions for their Consulting Services Team expertise and for the comprehensive capabilities of the XD Insurance Processing Platform. More specifically, TRM was impressed with the flexibility to select just the components they needed, the solution's value, and its ability to automate touch points and processes to reduce costs for their high-volume, low-margin, UAS/UAV and drone insurance program.



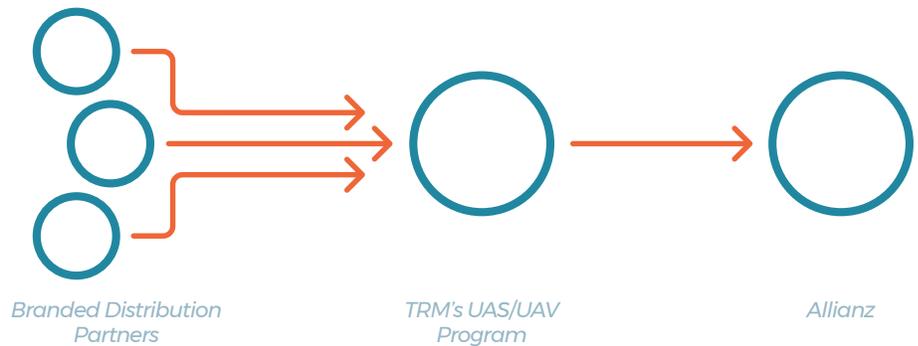


“With the advanced XD Insurance Processing Platform capabilities, and the industry-leading Allianz Program, we are able to uniquely brand and deploy robust portal solutions direct to consumers, as well as to retail agent websites, in virtually no time. We meet each of our partner’s needs with a rich portal experience that’s expedient and seamless.”

— **Terry Miller, President**
Transport Risk Management

The Solution *(Continued)*

The XD Insurance Processing Platform provided rapid branding and deployment for distribution partners through a template-based approach to portals, expanding both direct-to-consumer and retail agency revenue opportunities. With one program to set up and manage, with rating, quoting, underwriting, binding, and issuance, across a broad set of channel partners, the economies of scale made the market opportunity not only viable, but profitable and extensible.



Outcomes

Within six months of their solution deployment, TRM was able to capture a majority of the UAS/UAV market share due to the rapid rollout, ease of use, and reliable capabilities of the solution.

TRM was able to scale their business across their technology investment, onboard distribution partners quickly and economically, accelerate time to binding, and ramp sales production exponentially.

Distribution partners were thrilled with the near-instant deployment and branding of their sites, thus driving revenue generation and opportunities forward.

Allianz added a key component to their marketing strategy, allowing them to engage early on in a strategic market, capture increasing market share, and establish their brand as a market leader.

Critical Success Factors

Ultra-Low Operational Costs, Rapid Program Distribution Expansion, Expedient Channel Partner Branding, Core Partnerships

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