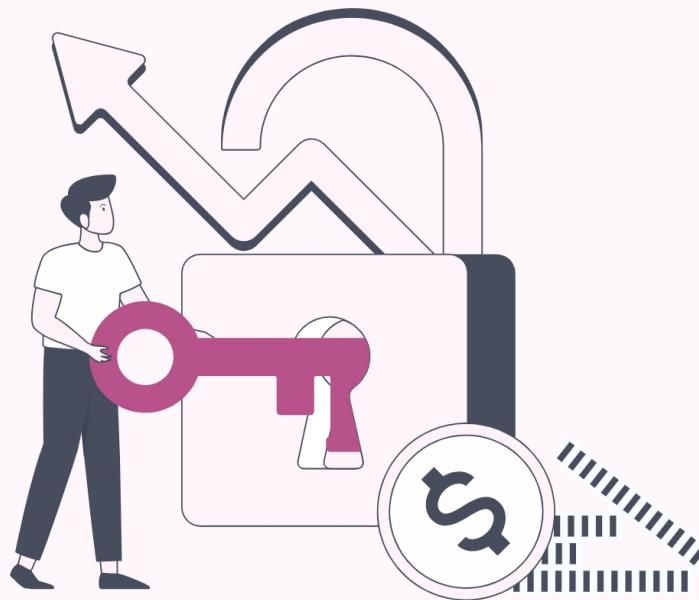# Embedded insurance platform for Payroll & HR providers

The client stands as an innovative business insurance solution specifically tailored for payroll and HR providers. They actively facilitate collaboration among payroll and HR providers, brokers, small and medium-sized businesses, and carriers, streamlining the insurance policy creation process.

The primary goal is to harness technology to foster connections among individuals, empowering them to make informed, data-driven decisions and simplifying the business insurance process for increased efficiency and transparency.

The Challenges

The complexities and sluggishness associated with the procurement, sale, and management of business insurance create an impression of being stuck in outdated practices reminiscent of the 20th century. Approximately $100 billion is injected into the market annually using outdated processes and low-tech solutions. However, without the incorporation of efficiency and automation, productivity suffers, resulting in friction and delays. Therefore, the objective is to offer technological solutions that can minimize friction, enhance customer satisfaction, and improve organizational productivity.

Quarks Solution

We built a solution from the ground up for Payroll & HR providers. It is a marketplace to procure property and casualty lines of coverage in a fast and automated manner. It provides analytics by integrating with multiple systems like HRIS, Payroll and others. We created a simplified and frictionless process as below:

- Smart and fast submission intake

  The platform provides multiple ways to gather information and reduce time and complexity.

- Automated quote and bind

  The AI-engine sends quote requests to several carriers, simultaneously, who compete for your business.

- Protection and monitoring

  Client partners with vendors who offer protection services to reduce business risk.

- Data driven insurance management

  The platform provides a data-driven personalized experience for end-to-end insurance lifecycle.

Payroll, HR providers, Brokers can

- Unlock more business with the embedded insurance platform

- Boost revenue, increase profitability and protect small and medium-sized business customers

- Retaining customers by extending seamless insurance offers to their customers.

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