

Key Benefits:

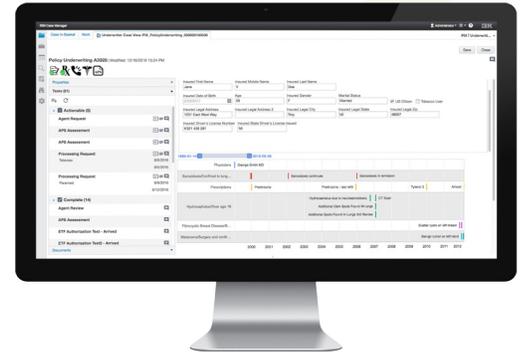
- Process applications faster with less risk
- Reduce operating costs by decreasing the amount of APSs you order
- Increase productivity with a single user interface
- Improve agent loyalty with fast accurate responses
- Seamless integration with existing content systems for flawless processing
- Save time and valuable resources with instant insight and understanding about applicants medical history

Pyramid eXpeditor for Life Underwriting

In a society that expects and demands instant responses, obtaining life insurance falls short to say the least. Customers expect fast responses, open communication and an easy process. Talk to any life insurance company and it will tell you that ordering attending physician statements (APS) and reviewing applicant documents is the primary delay in the underwriting process.

Why Order an APS When You Don't Have To?

Obtaining an APS is expensive and often unnecessary. On average, an APS can range from \$50-\$150 and is only necessary for 20-30% of applications. In addition, ordering an APS adds several weeks to the underwriting process as underwriters patiently wait for a physician to gather and send the records.



Pyramid eXpeditor (PX) for Life Underwriting alleviates the pains of ordering costly APS' and reduces the time it takes to approve or deny an applicant. It guides underwriters in their day-to-day activities to help produce consistent policy ratings and loyal agents.

Utilizing cognitive capture and predictive analytics, PX for Life Underwriting presents underwriters with a graphical storyline of an applicant's medical history. It integrates relevant data sources including MIB, Milliman and MVR, then applies IBM Analytics to visually depict overlapping diagnoses, treatments and conditions. This comprehensive view of the applicant's medical history helps an underwriter quickly and easily assess the applicant's potential risk and decide if they need to investigate further and order the expensive APS.

When an APS is Necessary, Review it Faster

When an underwriter must order an APS, searching for key diagnoses is another major challenge in itself. The average APS is 250 pages and can take up two hours to review. Deciphering and drawing conclusions from hundreds-of-pages-worth of relevant and redundant medical data is sluggish to say the least.

Contributing to the long review process is an inefficient underwriting system that makes finding, processing and performing work extremely time consuming because of disparate departmental systems, application jumping and incompatible file formats.

To make this process faster, PX for Life Underwriting presents a 360-degree view of:

- All the related applicant information and documents
- An applicant's medical storyline
- Task lists associated with the application and review process
- The status of the application
- Comments feed from everyone working on the application
- Tools to view, bookmark, tag, split and merge documents

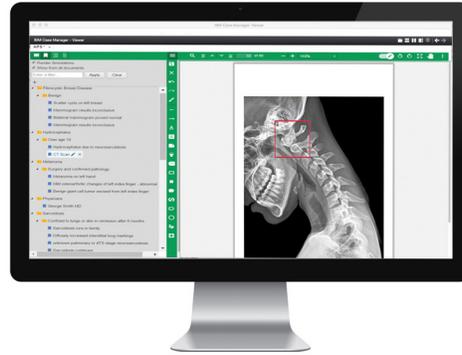


Pyramid Solutions, Inc.

Your process needs to flow smoothly, and we're here to help with ECM solutions.

Pyramid Solutions provides enterprise content management (ECM) services and solutions for advanced case management, business process management and advanced document imaging to drive greater operational efficiency and reduce dependency on paper-based and manual processing.

With years of experience in the insurance and banking industries, we have a deep understanding of the most complex content management systems. With your business goals leading every decision, we offer creative, effective solutions.



How Does PX for Life Underwriting Work?

PX for Life Underwriting is designed to eliminate as much manual effort as possible from the underwriting process.

Leveraging IBM and Pyramid Solutions' award-winning case management, cognitive capture, predictive analytics and best practices, PX for Life Underwriting

integrates directly into existing systems of record to deliver an enterprise-wide solution.

Once a document enters the system via OCR/capture technology, PX for Life Underwriting rules and workflows automatically apply bookmarks and tags on documents and place them into the correct corresponding folders.

Automated rules linked with certain data points trigger actionable tasks such as *order a paramedical examination*, *request telephone interview*, or *perform prescription check* to move the process along quickly.

Since we use enterprise content management technology, your employees are able to collaborate and comment on documents to keep everyone up to date and to eliminate departmental silos and restrictions.

When insurers reduce the number of APS' they order, they make the underwriting process more efficient and they experience faster processing times and increased agent loyalty.