



Profile

Turner Surety and Insurance Brokerage, Inc. (TSIB) is one of the largest privately held insurance brokers in the US.

Representing billions of dollars in construction volume, their experience in the field brings firsthand knowledge and understanding of its unique risks and complexities.

Location

Paramus, NJ

Website

tsibinc.com

Challenge

As the long-time broker for a top construction firm's national rolling contractor-controlled insurance program, Turner Surety Insurance Brokerage (TSIB) had in-depth experience with wrap-up programs. But the placement of a CCIP is only the beginning; these programs also entail in-depth daily administration. Since TSIB did not offer administrative services, TSIB's wrap-up clients used a third-party firm for these services. TSIB saw an opportunity to help its wrap-up clients save costs, as well as benefit from more personalized service. The company decided to not only broker the insurance for their clients, but administer their programs as well. But, they lacked the staff and technology infrastructure to support an administrative practice. After a comprehensive evaluation, TSIB decided to partner with VUE Software.

Solution

TSIB's partnership with VUE Software has allowed them to increase revenues, grow their client base, and save money. With VUE Wrap-Up, TSIB now has access to advanced technology, simplifying many processes through automation. VUE Software's in-house team of data entry outsourcing professionals further aided TSIB in increasing their productivity while maintaining lean operations.

Increase in Revenue

VUE Wrap-Up allowed TSIB to grow their business by launching a new service offering. Now, with a solid foundation for streamlined program administration, TSIB is able to offer more to their client base and generate additional revenue.

Cost Savings

The professional data entry services team at VUE Software helped TSIB keep start-up costs low while increasing productivity. The advanced automation capabilities of VUE Wrap-Up further decrease the time and cost associated with every step of program administration.

The quick turnaround time in making enhancements and updates to the system further helps TSIB stay at the forefront of technology as a business driver in the construction risk management industry.



We would not have gotten where we are today as quickly or cost effectively without partnering with VUE Software. Their software and service has been highly instrumental to our success at wrap-up administration. With them as our technology partner, we are enabled to put our best ideas into action, stay at the forefront of wrap-up administration, and effectively serve our clients.



Will Daniel
Director of National Accounts
Turner Surety & Insurance Brokerage, Inc.



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Request a Demo



VUE Software
4800 Lyons Technology Parkway,
Suite 3 & 4,
Coconut Creek, FL 33073, USA
T +1.877.488.3763
F +1.954.570.9450
www.vuesoftware.com
info@vuesoftware.com

About VUE Software

VUE Software is an innovative provider of performance-driven solutions built exclusively for the insurance industry. With over twenty-three years of experience in Life & Annuities, Health and P&C Insurance, VUE Software is one of the most experienced and established Insurance Distribution Technology providers in the business today. VUE Software is leading the Distribution Modernization movement, bringing clients a solid path to revenue growth and competitive advantage.



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V2-10-2014