

Faktor- IOS

The quotation system for your omnichannel sales

FAKTORZEHN

What Faktor-IOS can do for you:

With Faktor-IOS (insurance quotation system) you can map your quotation and application functions on different platforms, across business lines and channels. The built-in Faktor-IPS® product system is a unique feature of Faktor-IOS. It allows you to tailor products to various sales channels based on the product systems you already have in place within your product engine. This enables you to offer your customers and brokers custom product and service modules. The central quotation services (microservice architecture) guarantees there is an integrated quotation process across all sales channels. Faktor-IOS supports sales processes for up and cross-selling.



What services does Faktor-IOS offer you?

Integration framework (operational systems: CRM, BiPRO, SAP, print, portfolio, partner, etc.)		
Faktor-IOS core functions Services for product-driven interfaces		
Create quotation	Persistence, quotation / application search	XML import / export
Follow-up quotation	Product change	Upgrading support
Product information	Quotation variants	Validierung / Pricing
Product data in the product system		
Product-defined constants	Default values	Valid value ranges
Product structure	Rules and formulas	Value lists and tables

What benefits does Faktor-IOS offer?

- Quicker and cheaper time to market for new products.
- Connecting new sales channels to Faktor-IOS – both traditional and new ones - is easy.
- Faktor-IOS can be adapted to your IT landscape. Existing calculation engines and additional operational systems can be connected easily and smoothly from an architecture perspective.
- You can respond more quickly and more specifically to your customers, guiding them through the contract closing process.
- Faktor-IOS is the basis for omnichannel sales management: The quotation and application data for each channel (phone, online, mobile, etc.) is stored, even if it is incomplete. This means you can evaluate statistics and follow customer journeys.

The technology behind Faktor-IOS:

- Is based on Java EE Standard
- Uses a microservice-oriented architecture (SOA)
- Supports product-driven, dynamic interfaces
- Uses the same product logic in front and back-office systems
- Offers XML import and export
- Is scalable from stand-alone to internet platform
- Is model-driven with a code generator for model classes
- Includes the Faktor-IPS® product definition tool, within the calculation engine

Omnichannel capability with modern architecture



Faktor IOS as an Offer Engine:

- Central quotation storage and quotation services (for use on all channels)
- Product system for sales configurations (sales variants, channel-specific characteristics)
- Product integration to policy systems
- Validation of quotations and applications (ensures the quality of quotations for back-end processing)
- Integration of operational systems (services for printing, sales controlling, workflow, etc.)

Testimonials



“The Faktor-IOS quotation engine is one of the central systems for our omnichannel approach.”

Stefan Rochlitzer, ERGO



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Faktor Zehn GmbH

Faktor Zehn GmbH specializes in modern java architecture-based IT solutions, for the insurance industry. Our portfolio includes product management systems, policy management systems, sales systems and claims systems. As a member of the ConVista Group, Faktor Zehn can draw on both expertise from a network of industry specialists and a wealth of experience gained in more than 350 successful international projects.

For further information on Faktor Zehn visit www.FaktorZehn.com.

