# Let us be your ASP.

We provide your VisionOnline application and related services. When you purchase VisionOnline, you do not operate or maintain your servers or purchase software upgrades. Instead, Applied Systems runs and upgrades the necessary software through its own servers, hosting your system via the Internet. VisionOnline is your ASP-hosted agency management system.

## Welcome to Online
## AGENCY MANAGEMENT TECHNOLOGY.

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**APPLIED SYSTEMS, INC.,** is the leading provider of automation solutions for the property and casualty insurance industry. Since 1983, the company has developed solutions for independent insurance agents, brokers, managing general agents, and insurance companies, as well as banks and other financial institutions with insurance operations. Applied Systems has partnered with more than 10,000 insurance organizations to achieve new levels of success using its premier agency management systems, The Agency Manager® (TAM) and The Agency Manager® Vision Series™. Further, Applied Systems leads the industry in agency/carrier real-time and batch communication solutions. The company automates insurance transactions at every distribution level from consumer through carrier, also providing technical support and professional services to maximize customers' return on investment.

**Phone: 800-999-5368** • **Email: sales@appliedsystems.com** • **Web: www.appliedsystems.com**

*ASI Marketing 10/05mm*

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# VISIONONLINE™

## THE AGENCY MANAGER® VISION SERIES™
ONLINE INSURANCE TECHNOLOGY WITH THE SECURITY AND PERFORMANCE THAT LARGE AGENTS AND BROKERS DEMAND.

[Your business is good to grow.]

**APPLIED SYSTEMS**®

*The power to make you more profitable.*

# What is Vision?

Online™ VisionOnline™ VisionOnline™

*Since 1983, Applied Systems, Inc., has developed technology to stay ahead of the needs of insurance agents always looking to save time and boost profits. Sustaining that innovative edge, Applied Systems makes agency management available through AppliedOnline™, our ASP-hosted (Internet) agency management technology. With AppliedOnline products–TAMOnline™ and VisionOnline™–you get the same benefits and features of local area network systems, and your IT burden is eliminated or drastically relieved.*

## How will your business benefit from using Vision?

**The Agency Manager Vision Series™** is insurance technology for brokers, large agencies, and agencies with complex needs. Vision delivers advanced features that specially suit the needs of agencies doing business in a changeable and complex industry.

**Sell more insurance.** Save time and effort, reduce E & O exposure, and appreciate performance gains with a true single-entry system. All modules are integrated, and Vision is scalable to more than 800 users.

**Have secure 24/7 access.** Using SQL server database as its repository, Vision allows your agency to conduct business any hour of any day in a totally secure environment.

**Support agency expansion and acquisitions.** Vision accommodates unlimited agency structure combinations and additional agency income/expense reporting structures in the form of profit centers and regions.

**Increase renewal retention, and market/cross-sell/upsell more efficiently.** Improve communication to prospects, customers, and business partners. Powerful marketing tools help develop strategic, targeted campaigns. Vision's advanced contact system allows communication to multiple names, numbers, and addresses.

**Efile with integrated imaging, faxing, and email.** Scan attachments to the client file at the policy level with one easy workflow. View incoming faxes and attach to the client's efile. Everything is available at the client file for immediate fax or email.

**Import/export data.** Vision provides time-saving electronic data import and export in the form of customer scheduled items lists for efficient marketing initiatives.

**Access full accounting and general ledger.** Generate invoices and statements, track and reconcile agency payables, record payments and returns, and build financial statements that allow you to compare to previous-year total and budget figures. Satisfy your most complex accounting needs with features and functionality developed from more than 20 years' insurance accounting knowledge and experience.

**Integrate with third-party software.** From within Vision, navigate to other programs you need to conduct business daily.

## Can you communicate with carriers through Vision?

**Yes.** In fact, for more than 20 years, Applied Systems has been the industry leader in creating interface solutions and implementing industry standards. Applied Systems customers enjoy the widest array of available interface transactions from the industry's largest group of participating insurance companies. AppliedOnline offers personal and commercial lines download with more than 200 carriers.

Applied Systems' leadership in creating real-time interface ensures that communication between agencies and carriers will continue to add greater efficiency to agency operations and provide faster customer service.

## What additional benefits are specific to using VisionOnline?

**Access VisionOnline at any hour, day or night, from any work station with an internet connection.** Enjoy timely access to customer information, and increase out-of-office productivity.

**More automation for less of your agency's IT budget.** Applied Systems upgrades the software and maintains the hardware. You have continuous access to the latest Vision version without the risks, costs, and administrative duties associated with maintaining an IT infrastructure.

**Save costs associated with employing in-house IT personnel or outsourcing the related tasks.** Protect your investment in legacy equipment, since Applied systems' servers handle the intensive processing required by sophisticated applications.

**Log on to VisionOnline, and your business is good to grow.** Are you running Vision through your own server? Imagine how lower costs and a lighter IT burden will free your staff to devote time and energy to your core business: selling insurance and servicing your insureds.

**Real-Time**

*With IVANS™ Transformation Station™, your agency/company interface gives you the industry's quickest access to insurance company web sites. Also, VisionOnline allows you to add flexibility and further streamline workflows by incorporating fax@vantage® for integrated desktop faxing.*

## How safe is your data?

With VisionOnline, your data is likely safer than you can afford to make it on your own.* Applied Systems maintains state-of-the-art data centers certified compliant with the rigorous standards in the American Institute of Certified Public Accountants' Statement on Auditing Standards (SAS) No. 70.

Multiple security levels, as well as sophisticate technology, backup policies, and redundancy facts protect your data from disasters, outsiders, and other VisionOnline users. What's more, VisionOnline provides many layers of protection that make it virtually impossible for a virus to infiltrate the system. Since Applied Systems' ASP-hosted solutions went live in October 2000, the systems have never been compromised by a virus. Spyware and adware are never a problem, as the applications offer a locked-down desktop with tight security. If a local computer is experiencing a problem, VisionOnline allows you to connect to your data from any other computer.

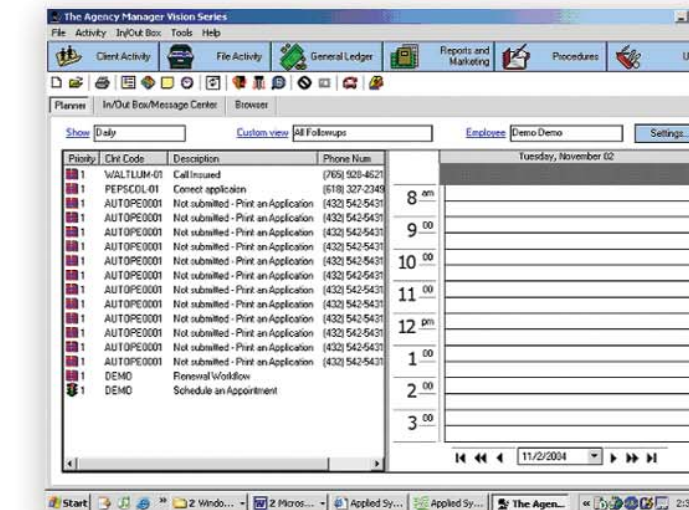## How does VisionOnline's cost compare to LAN Vision?

Dramatic cost reductions in maintenance, upgrades, and system administration combined with gains in user productivity can yield substantial cost savings with VisionOnline (based on total cost of ownership comparisons conducted by Applied Systems). Your sales consultant will assist you in estimating your business's total cost of ownership for using VisionOnline compared with operating Vision using your own equipment and administrative services.

## What additional services are available with VisionOnline?

Your VisionOnline purchase includes six months of web-based training and multimedia training for all agency staff members who will use VisionOnline.** The unparalleled customer service the industry has come to expect from Applied Systems also offers a number of optional services: additional comprehensive web-based training as well as onsite training; support by phone or online real-time chat; our always-accessible KnowledgeBase, an extensive storehouse of up-to-date information; review, analysis, and planning assistance from Strategic Services, including Applied Consulting Services.
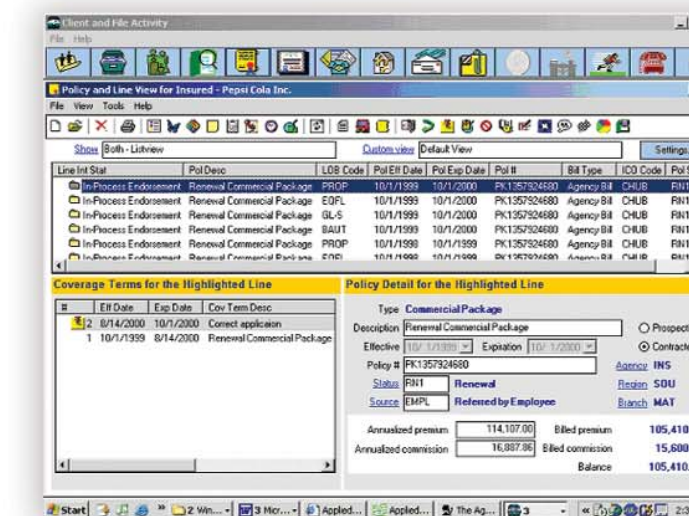
## Vision windows of opportunity
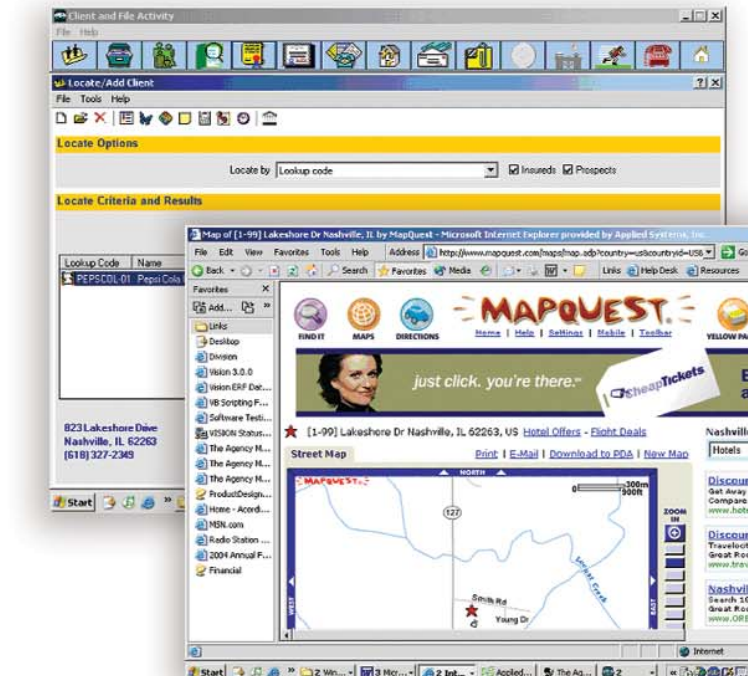*Your sales consultant can furnish additional screen captures.*



*From **Vision Home Base**, quickly navigate throughout the entire system.*
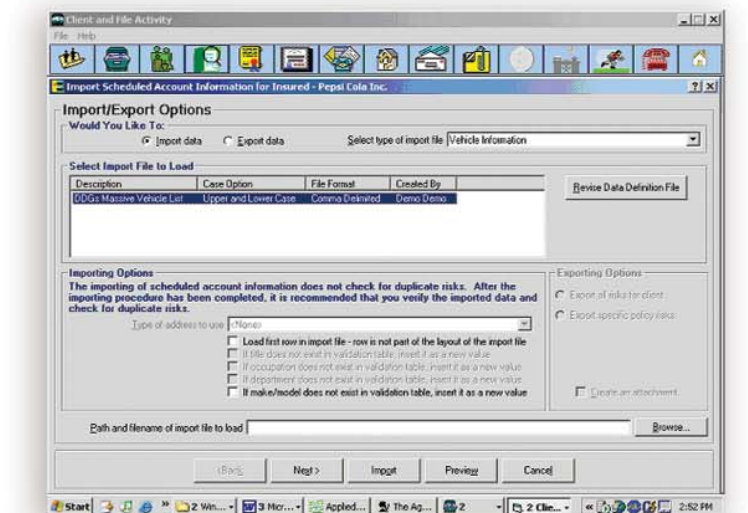
*The **Policy Lookup Screen** (below) makes for easy navigation through a customer's policy information, allowing CSRs to service rather than search.*



*Vision **Client Lookup** provides easily retrievable customer risk information through the Account Summary, as well as direct access to location information through Mapquest®.*



*Import Schedule List/Import from Account Information. (Right) Save valuable customer servicing time by importing large schedule lists instead of keying the lists into the system.*

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