

How Suvaun Launched an Ancillary Quoting Experience in Just Days



ABOUT



Suvaun is a web-based platform that streamlines the quoting process from end-to-end across all stakeholders and product lines.

COMPANY

Suvaun

LOCATION

San Diego, California

FOCUS

Employee Benefits Quoting

IDEON SOLUTIONS

Medical Plan and Rate Data
Ancillary Plan and Rate Data

BACKGROUND

From the beginning, Suvaun set out to enhance the group benefits experience by simplifying quoting for brokers and carriers.

As its digital quoting platform evolved, Suvaun quickly saw the magnitude of tracking down accurate and up-to-date plan and rate data from carriers. That's when Suvaun looked to Ideon as a data partner.

Through one API connection with Ideon, Suvaun gained instant access to plan and rate data from hundreds of carriers.

“It's always hard to get carrier data. Ideon is an incredible asset when it comes to quickly releasing a new product.”

Lemdy Orakwue
Engineering Lead

GROWTH

Suvaun started by offering small and large group medical quoting to brokers, but they soon noticed a new trend: increasing demand for ancillary products. Ideon made it easier than ever to launch ancillary quoting functionality, so Suvaun jumped on the opportunity.

Since Suvaun already had a connection to Ideon's medical API, **minimal development work was required to start offering ancillary products** as part of the quoting experience.

Ideon helped Suvaun:

- Launch ancillary quoting in only 2 days
- Add 7 new product lines to the platform
- Reduce proposal time from days to 25 min

RESULTS

With Ideon's data as its foundation, Suvaun's platform evolved into a unique, one-stop-shop for brokers that helps them stay ahead of the game with quoting trends.



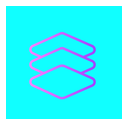
Better broker experience

Brokers are seeing exciting results from using Suvaun's platform, including greater accuracy, quicker turn-around time, and the ability to easily and quickly add more products.



Scalability

Suvaun's partnership with Ideon has allowed it to scale into more than half (28 states) of the U.S., with a goal to expand into all 50 states by 2024.



Connectivity

Suvaun can connect to several carriers in a state within 1-2 days instead of 1-2 weeks for each carrier.



“
The only way we're able to scale is through our partnership with Ideon.”

Eric Garewal
National Expansion Director

FUTURE

Looking ahead, Suvaun anticipates lots of expansion, including adding more carriers to the platform and offering quoting in all 50 states.

On the broker side, Suvaun hopes to save them even more time and energy in the quoting process, enabling them to find creative solutions for their clients. Without as much manual work and data entry on their plate, brokers will be able to focus more on strategy and nurturing relationships.

Ultimately, Suvaun's partnership with Ideon has equipped the platform with the seamless experience, connectivity, and products that modern brokers need to win and retain clients.