



CO-HANDELSZENTRUM

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Company Profile

- Fiduciary Services
- Internet Solutions
- Swiss High Security Datacentre -ASP
- Mobile Computing Solutions
- Offices Switzerland, England, Ireland & USA – 8 Executives



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Customer Case

- Insurance-Health
- Sales Force Automation
- Replacement of Paper Application Forms
- Laborious and inefficient paper based processes

Commercial Drivers

- Increased efficiencies
- Cost savings – USD 400k pa
- Error reduction – lost business USD 800k pa
- Scalability
- Innovation –Centre of Excellence



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Solution Features

- Integrated Postal Address and Bank Account Validation
- Extensive business rules
- Custom Front-end
- Fully hosted at COH datacentre in dedicated /fully redundant environment



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Solution Features

- Form generated near real time MIS
- CSV, pdf and sig file export to existing systems via sftp
- End-user support
- Integrated solution
- ASP Pricing



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Lessons

- Long lead and development timing- 12 mos
- Internal politics (outsourcing vs Internal IT)- arduous processes
- Enterprise mind set
- Factor in additional time for client side processes
- Benefit-High Value Long term relationship – big budgets