



STARSTONE

Part of the Enstar Group

GOALS

- Streamline onboarding and compliance management of new brokers
- Make smart decisions in real time using large quantities of information
- Integrate a modern distribution management solution with multiple core systems for maximum data access

CHALLENGES

- Managing broker information in Excel or Access was time-consuming, cumbersome, and potentially error-prone
- Growing rapidly presented a data management challenge that manual processes could not overcome
- Background and compliance checks for new brokers took valuable time away from putting producers to work building books of business



Automating many of our producer management activities has had a significant impact on the efficiency of our distribution channel. Distribution Management has been a valuable tool for StarStone for many years.



KARDINER CADET | SVP of Ecommerce
STARSTONE INSURANCE

OUTCOMES

- Executing background checks swiftly ahead of onboarding ensures that only the best producers work with StarStone
- Automating compliance, including direct interface with NIPR, keeps audits clean and gets brokers producing as quickly as possible
- One access point for data across multiple in-house and third-party systems allows StarStone to make strategic growth decisions faster and with greater confidence