

Modernizing the customer experience and the quoting process for independent insurance agencies

XILO chooses Fenris Auto Insurance Prefill to deliver its modern, streamlined quote-to-close process

Customer Profile

XILO is an InsurTech software company that has grown quickly and today helps hundreds of independent insurance agencies compete against large, digital-savvy direct writers in the personal lines space.

Challenge

The XILO Workflow Automation Platform combines customizable digital intake forms with data prefill, sales automation, and back-end integrations to streamline and modernize the quote-to-close process. Already using data prefill for homeowners insurance, XILO wanted to extend this capability to quoting auto coverage. The company sought a data partner that could deliver verified driver and vehicle data for the household instantly, via an API.



Fenris Solution

XILO selected Fenris Auto Insurance Prefill to expand the capabilities of its automation platform. And because XILO has already built its platform for integrations with multiple rater agency management systems and customer relationship management solutions, connecting the Fenris JSON-based API was simple and straightforward.

“Not many agency solutions offer prefill as an integral part of the product,” says Jon Corrin, XILO’s co-founder and Chief Executive Officer. “Our customers are impressed and happy with this capability powered by Fenris’ prefill data. It makes agents’ lives easier. There’s a limit to the number of questions they can ask before the applicant gets annoyed, and this enables a more modern, streamlined flow.”

Result

Fenris offered a cost-effective auto data prefill solution that made it easy for XILO to enrich its platform with new added value. Today, XILO helps independent agents convert more shoppers to customers with a modern digital experience.

“Agency owners are delighted with our modern, streamlined workflow powered by Fenris Auto Insurance Prefill. It makes life easier for agents and applicants.”

– Jon Corrin, Co-Founder and CEO, XILO