DocPoint Solutions Automates Insurance Workflow Processes for Legal & General America

Solution is "live" for reinsurance treaty approval function, with automated workflow development underway for marketing, product implementation, risk management, finance, audit and more. Technology is helping Legal & General America achieve timely approvals, enhanced interdepartmental collaboration, document security and audit compliance today, while scalability and flexibility assure the solution will meet changing needs and future growth.

Fulton, Md. -- March 19, 2013 -- DocPoint Solutions, Inc. (www.docpointsolutions.com), an affiliate of Quality Associates, Inc. specializing in consultation and architecture planning and design for Microsoft® SharePoint® and its integrated suite of products, today announced the successful "go live" of an enterprise-wide solution automating insurance workflow processes for Legal & General America, Inc. (LGA)[1], a nationally recognized market leader in the individual life insurance market. The company, which is headquartered in Frederick, Md., ranks seventh in the United States for new coverage issued[2] and reported net income of $149.4 million and assets of over $5.7 billion in 2011.[3] LGA is a member of the London-based Legal & General Group, PLC.

DocPoint Solutions submitted the successful bid to automate LGA's reinsurance workflow among a highly competitive field. From contract signature to deployment, DocPoint required fewer than 90 days. Even prior to "go live," LGA recognized the solution's far-ranging enterprise-wide applications and sought to use its capabilities in a more comprehensive way. LGA estimates that reinsurance treaty use ultimately will comprise less than 2% of the solution's overall usage. Current planning calls for

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[1] Legal & General America life insurance products are underwritten and issued by Banner Life Insurance Company, Urbana, MD and William Penn Life Insurance Company of New York, Garden City, NY. Banner is licensed to do business in 49 states and the District of Columbia. William Penn does business exclusively in New York; Banner does not solicit business there.
[2] Year-end 2011 LIMRA study; rankings based on survey participants.
[3] GAAP consolidated basis for year ending 12.31.2011.

automation of the workflows for marketing, product implementation, risk management, finance, audit and more.

Rajesh R. Krishnan, Assistant Vice President of Application Development, LGA said, "We sought to simplify and standardize work accomplishment with automated workflows that assure documents undergo all required approvals in a timely fashion, comply with strict audit requirements, create audit trails and are maintained in one secure place accessible only by authorized personnel. DocPoint Solutions offered an attractive Microsoft product that facilitated staff transition to automation. Moreover, DocPoint took the time to analyze and understand our business requirements first and then design a solution that is responsive to our needs. The DocPoint design is flexible enough to accommodate other new workflows, future growth and any changes to existing business processes."

Michael Ratigan, Vice President of Sales, DocPoint Solutions, said, "Like many major corporations, individual LGA departments were tracking documents and their approvals in various ways. Absent a common approach, keeping track of versioning and approvals was far more complex than it needed to be. The versatility of the SharePoint platform enabled us to deliver an electronic process that not only responded to the initial reinsurance department needs, but also could accommodate distinctly different workflows and approval cycles across the enterprise."

Ratigan continued, "We see our primary role as consultant and trusted advisor. As a company we seek to match customer business requirements to technology rather than forcing companies to adapt to out-of-the-box solutions. Our unparalleled product knowledge and strong partner network gives DocPoint Solutions the decided edge in building a growing base of satisfied enterprise-class customers."

About DocPoint Solutions, Inc.
DocPoint Solutions is a Microsoft Partner with Gold Competency specializing in implementing, training and supporting Microsoft SharePoint and its integrated product suite. With a focus on ECM and document capture, DocPoint provides comprehensive consultative services and support to a wide range of federal, state and local governments as well as private and commercial enterprises. DocPoint is an approved SharePoint Deployment Planning Service Provider.

By combining state-of-the-art solutions with document management expertise and innovative systems design and integration approaches, DocPoint Solutions helps clients attain greater effectiveness and productivity. The company is located in the heart of the Washington, D.C.–Baltimore technology

corridor in Fulton, Maryland. For more information, call 301-490-7725; visit www.docpointsolutions.com; or join the conversation on [Facebook](#), [Twitter](#), [LinkedIn](#) or [Google+.](#)

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