# innoveo

Innoveo's no-code, cloud-native platform enabled Brazilian Insurer to scale customer-centric insurance business

Insurer harnessed the power of the Innoveo Skye® no-code platform to quickly launch new products, target new customer segments, and expand distribution their digital ecosystem

The client

Kovr Seguradora, a major Brazilian insurance provider, driving transformation in the insurance market.
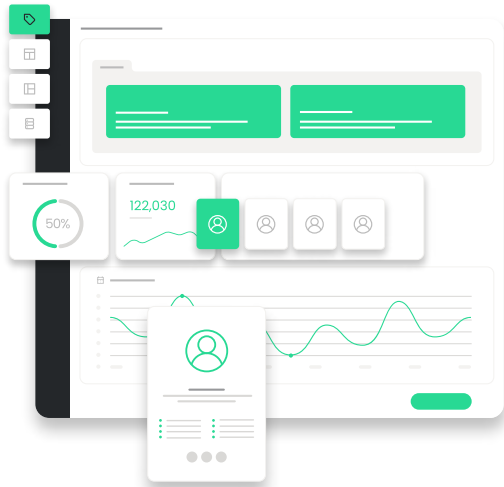
The opportunity

The client wanted to grow their personal lines and specialty insurance business by reaching untapped customer segments, piloting with a multi-product rollout; offering first simple direct-to-consumer (D2C) "low-ticket" products that enabled the ability to cross-sell/up-sell.

They saw an opportunity to embed their insurance offering into partners ecosystems such as digital wallet applications and other fintech applications, initially selling high volume, low premium insurance products, and growing with the policyholder as they reach different life milestones.

Coming to Innoveo, the insurer was looking to:

✓ Speed their time-to-market for new products

✓ Improve flexibility when add new products or make modifications

✓ Harness potential partners in complimentary industries

The Innoveo solution

The comprehensive, flexibility and agility of Innoveo Skye® enabled Kovr to create a unique customer experience for all insurance journeys with an extraordinary time-to-market. All the infrastructure and digital capabilities needed to run their business were built on Innoveo Skye® powering functionalities across the entire policy lifecycle for Kovr's insurance offerings. The solution streamlines the distribution experience and servicing workflows for these products enabling Kovr to scale their business while adding new digital partners and allowing them to embed insurance into existing user experiences.

✓ Open API Architecture enabling partner ecosystems

✓ End-to-End Policy Admin Management

✓ Omni-channel Quote and Bind experience

✓ Billings, Collections, and Payment Gateways

✓ Claims Management

The results

After discovering Innoveo and some initial discussions outline the requirements, a ready-to-use prototype was rapidly configured (in two weeks) and the carrier quickly went to work building out functionalities to support the first three products and expanding with new product launches in the year following harnessing partners in complimentary industries who brought their customers to platform.

Following the initial successful launch, the carrier witnessed an immense uptick in the volume of applications and quotes handled on the platform as the new digital distribution partners offered more customers their insurance offerings. Innoveo enabled them to scale from handling a few thousand quotes on average per day up now to **800,000 – 1M quotes per day**.

"

By leveraging Innoveo's no-code platform we were able to launch in a matter of weeks and provide a fully digital experience for our customers.

Eduardo Viegas
COO Kovr

800,000 – 1M quotes per day.

Innoveo Skye®

Learn more and get started today at **Innoveo.com**

innoveo

No Surprises. Just Results.