

Texchange Insurance Cost Analysis

May 2012

ASP.NET MVC
jQuery

Educating insurance customers is difficult. Regulatory changes have rewritten rules that veterans of the industry take for granted. In this climate of upheaval it's more important than ever to communicate true insurance cost to facilitate intelligent

purchasing decisions. **Texchange** is a web-based insurance quoting and enrollment system that allows businesses to discover insurance options, understand premium costs, and compare benefits among insurance carriers.

The screenshot displays a web browser window with the URL `local.rbgtxas.com/Quote/Edit/1564`. The page title is "Quote Creation". A navigation bar at the top includes links for Home, Quotes, Tools, Reports, and Admin. A user greeting "Welcome back Davison! (dev)" and a "Logout" link are visible. The main content area is titled "Quoting System" and features a "Quote Locked" warning: "This information has been submitted to carriers for quoting and cannot be edited. A copy of this information can be made and editing can continue on the new version of the quote. Select one of the following options to continue:". Below this warning are four buttons: "View Plan Selection", "View Request Details", "Spreadsheet this Quote", and "Begin New Version Of Quote". To the right of these buttons, a "Quote Number" box displays "1220-123" with a lightning bolt icon. The form is divided into sections: "General Information" (Carriers: UnitedHealthcare, BCBS, Aetna; Broker Name: Broker, Ann; Entered By: ddavison@thebhwwgroup.com, Davison; Effective Date: 04/01/2014), "Employer Information" (abc company, 1st street, Austin, TX 78731; County: Travis; SIC Code: 2013-Sausages and Other Prepared Meat Products; Total Employees: 2; Eligible Employees: 2; Enrolling Employees: 2; Average Total Number of Employees (ATNE) or Full Time Equivalents (FTE) based on State: 2; UnitedHealthcare Rep: Default Rep), and "Plan Design" (Medical; Plan Types: PPO, POS, HDHP, Healthy Texas, HMO, Indemnity, HNO, EPO, HRA; \$0 or \$250 or \$500 or \$750 or \$1,000 or \$1,250 or \$1,500 or \$2,000 or \$2,250 or \$2,500 or \$3,000 or \$3,125 or \$3,250 or \$3,500 or \$3,750 or \$4,000 or \$5,000 or \$5,950 or \$6,000 or \$6,050 or \$6,250 or \$6,350 or \$7,500 or \$10,000 deductible and 100% or 90% or 80% or 75% or 70% or 60% or 50% or 40% coinsurance; No Riders Selected). Each section has a "Previous sections must be saved." warning.

Agencies and brokers face difficult problems quoting insurance for businesses. Laws, rates, and insurance products vary between states and even employee Zip-Code. Carriers make frequent rate changes to respond to changing business conditions.

Without Texchange, a quote typically requires **four hours** of effort entering the same information into each carrier's web application then manually mapping and aggregating the results into a format suitable for comparison. Texchange reduces quoting time to **under 15 minutes**.

THE **BH**W GROUP

ROGERS
BENEFIT
GROUP

Texchange makes insurance quoting efficient by directly integrating with insurance carriers via **SOAP Web Services**. Quoting insurance is tedious, requiring detailed information on each employee as well as their dependents. Typical employees will require 30 data points each with businesses quoting as many as 100 employees at once. Complicated business entities and rules require data-driven, conditional validation via **AJAX** and **rules engines**. While entering information the quoter must be guided with **predictive outcomes** rather than presenting incompatible options that would create an invalid quote.

The screenshot shows a web application titled "Quoting System" with a navigation bar containing Home, Quotes, Tools, Reports, and Admin. The main content area displays a table of quotes under the "My Quotes" tab. The table has columns for Quote, Company, Effective Date, Carriers, and Status. The data is filtered by "Effective Month: All".

Quote	Company	Effective Date	Carriers	Status
1634	abc company (1634) Broker, Test	2/1/15	UnitedHealthcare,Blue Cross Blue Shield	InProgress
1220-123	abc company (1220-123) Broker, Ann	4/1/14	UnitedHealthcare,Blue Cross Blue Shield,Aetna	Finished
1220-126	abc company (1220-126) Broker, Ann	1/1/15	UnitedHealthcare,Blue Cross Blue Shield	InProgress
1617-3	test employer3 (1617-3) Broker, Test	12/1/14	Aetna	Finished
1220-133	abc company (1220-133) Broker, Ann	1/1/15	Humana	Finished
1220	abc company (1220) Broker, Ann	1/1/15	UnitedHealthcare	Finished
1575-1	test (2) Broker, Test	11/1/14	UnitedHealthcare	InProgress
1631	abc company (1631) Broker, Ann	1/1/15	Blue Cross Blue Shield	InProgress
1630	test123 (1630) Broker, Ann	12/1/14	Aetna	InProgress
1617	test employer3 (1617) Broker, Test	10/1/14	Aetna	InProgress

Showing 1 to 10 of 150 entries

Once the data is gathered it must be mapped into different **XML Schemas** for each carrier with a variety of data shapes, formats, and vernacular. Texchange uses **Oasis** web service techniques including **federated security**, **reliable messaging**, and **SAML** authentication to ensure security and integrity in the quoting process. Surprisingly, not every carrier supports electronic integration. In these cases Texchange reverse engineers **actuarial tables** and **proprietary algorithms** then certifies its results with carriers.

The screenshot shows the "Select plans" screen in the "Quoting System". It includes a "Quote Number" field with the value "1220-123". Below is a table of plans with columns for Carrier, Medical, Dental, Vision, Life, and Rating Type. The data shows three carriers: UnitedHealthcare, Blue Cross Blue Shield, and Aetna, each with their respective plan selections.

Carrier	Medical	Dental	Vision	Life	Rating Type
UnitedHealthcare	40 of 40 selected	25 of 25 selected	N/A	1 of 1 selected	Composite Rates
Blue Cross Blue Shield	36 of 36 selected	8 of 8 selected	N/A	1 of 1 selected	Age Rates
Aetna	52 of 52 selected	4 of 4 selected	N/A	1 of 1 selected	Age Rates

*A maximum of 64 medical plans will be displayed in excel versions older than 2007.

[Return to Plan Design](#)