

Global IQX scores another deal

*Company continues
to create buzz
in the insurance
software industry*



— Jana Chytilova, Ottawa Citizen

Some of the team from Global IQX celebrate at the Senators game last Thursday, after signing a deal with Shenandoah Life, based in Roanoke, Virginia.

BY LOUISE RACHLIS

A successful software company continues to attract the attention of some of the largest insurance companies in North America.

Global IQX has signed two new customers in the last four months; most recently Pacific Blue Cross in Vancouver and Virginia-based Shenandoah Life Insurance Company beating out much larger multi-national competitors.

Global IQX Inc. is a highly specialized Ottawa company that knows its business. It is focused on delivering intelligent and integrated sales and service automation modules to insurance companies that offer employee benefit plans in North America.

Developed and delivered by a team with group insurance depth and experience, these solutions give business users more control, with less dependence on IT resources.

“We are not experts at everything,” says Michael de Waal, a former programmer and benefit consultant, who founded the company in 1999. “We are experts at one thing: helping insurance companies optimize the way they handle the myriad of information flowing in the door each day. We streamline and automate many of the touch points an insurance

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— Michael de Waal, Global IQX

company may experience. Our systems and strategies transform traditional, paper-based work environments into efficient and productive units. Our focus is on delivery of real, tangible, measurable business benefits on time and on budget.”

A pre-built business process automation platform based on ACORD standards is available to Global IQX clients as an entire solution. The platform is also separated into Service Oriented Architecture based, components and modules that can be configured based on clients’ requirements as opposed to competitors building a customized application.

“This gives us the advantage of not only rapid deployment but licensing modules based on needs. This in turn can leverage previous insurance company’s IT investments,” says

Dave Miller, Vice-President Business Development.

These solutions automate Rating, Underwriting, Proposal Generation, Enrolment, Renewal, Product Configuration, Business Rules, Analytics and Data Security and Optimization. These components once configured, then quickly meet the specific requirements of the insurance company’s respective audience: distribution channels, sales, underwriters, actuarial, marketing, management, IT and other sales cycle participants. The platform supports all product lines including Life, Health, Dental and Disability insurance and all customer segments ranging from small through large groups in excess of 25,000 people.

Depending on components, a typical implementation time is five to 12 months.

Global IQX is a great place to work. “Because we are small, the input of all our staff is definitely valued,” says Mr. de Waal. “One of the reasons we have been successful is that we’re reactive to our clients’ and our employees’ needs. We’re a team and have a lot of fun together.”

There is also personal responsibility demanded of company employees because they are a close-knit group. “You can’t hide here,” says Mr. de Waal. “Our people are highly educated and have unique skills and an entrepreneurial flair.”

“We’re exploiting a narrow niche, but a growing and successful one,” he says.

Mr. de Waal reports that they are currently negotiating several other deals. Icing on the cake perhaps?

**For more information, please view
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