



CASE STUDY

How Jellyfish Technologies helped Patra Corp integrate its platform with the insurance companies of USA

“ I truly appreciate our relationship with Jellyfish Technologies and I look forward to continuing to count on Jellyfish Technologies as a trusted resource for some of our most important current and future products. ”



EARL VANBUSKIRK

STRATEGIC PRODUCT MANAGER



BACKGROUND

Patra Corp is a US based company that was founded in 2005 to enable insurance agents and brokers to issue certificates faster and more efficiently.

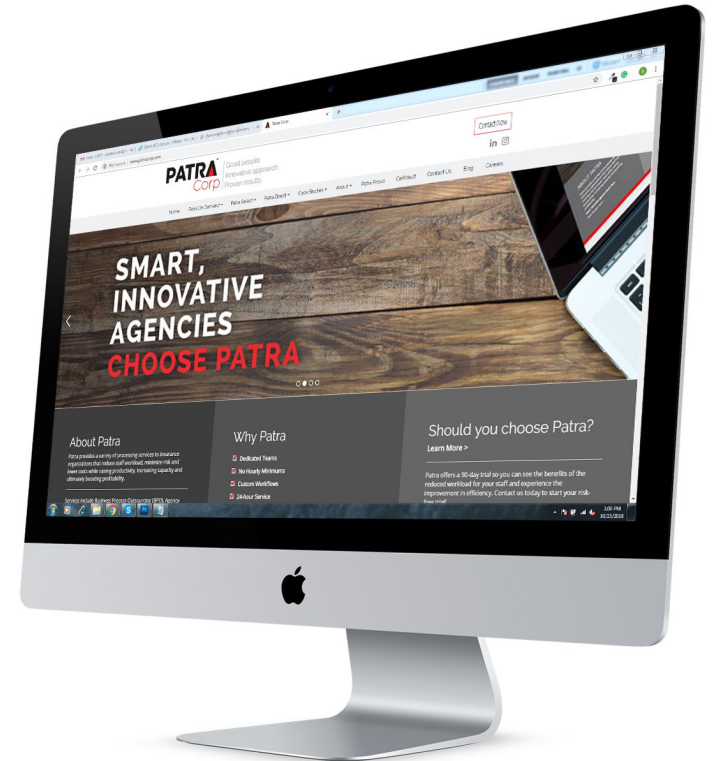
In the last decade, much has changed. Patra still issues certificates for insurance agencies but also provides a variety of processing services to insurance organizations that reduce staff workload, minimize risk and lower costs while raising productivity, increasing capacity and ultimately boosting profitability. Services include Business Process Outsourcing (BPO), Agency Management System (AMS) Consulting, and Data Entry Support, as well as various Policy, Certificates, Benefits, and Claims services.

REQUIREMENTS & CHALLENGES

The primary objective of Patra on this endeavor was to integrate their platform with the insurance providers of USA such as BTIS, USLI, HISCOX, and Liberty so that the end users can get the best insurance premium quotes on their platform.

Key Challenges:

- Designing a generalized integration model for the third party APIs of the insurance companies
- Standardizing the underwriting questions of all insurance providers to identify the insurance needs of customers
- Incorporating different authorization mechanisms of the insurance providers in the application
- Supporting different data formats of the insurance providers in the application



OUR SOLUTION

After finalizing the project scope, we had extensive discussions with the integration teams of different insurance companies to understand their APIs, data formats, authorization processes and underwriting questions to be asked from the customers. Using this information, we developed the following solution:

- A configuration based API integration module was designed.
- All the required authorization mechanisms were added to the integration module.
- XML was used to transport data in different formats.
- Underwriting questions were managed in a database.

RESULT

Integration of insurance companies' APIs enabled Patra to attract customers to its platform, opening up a new revenue stream for it in the form of insurance sales leads. The customers gained freedom from hopping from one insurance company site to another seeking the best quote for their insurance needs.

KEY BENEFITS

- Single platform for customers to fetch the best insurance quotes as per their needs
- More sales for insurance companies as they got one more sales channel in the form of Patra platform
- One more revenue stream for Patra in the form of insurance sales leads
- The client got the integration done without incurring the huge cost of in-house development.
- One more happy client and repeat business for Jellyfish Technologies



CONTACT US

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