



## **Introduction to AXA**

AXA is the 15th largest company in the world, employing approximately 140,000 staff, with more than £564 billion of assets under management and total consolidated revenue of £43.7 billion. AXA Insurance is one of the UK's top-three general insurance providers, with a network of 20 commercial branches, more than 5,000 staff and a gross written premium in excess of £1.65billion.

## **AXA and COBRA Insurance Brokers**

We are working hard to improve services and facilities for all COBRA Insurance Brokers. We have listened to feedback and have introduced:

- The AXA Toolkit
- Dual-centre servicing, which provides additional resource and support
- Added new people to the teams over the past year to help improve service levels, and reduce work-states

## **AXA Toolkit**

There are a number of key features and benefits for COBRA members within the AXA Toolkit; some of the most popular being AXA Campus, Prospect Manager, and Accent Newsletter.

## **AXA Business Risk and IMarket**

In today's competitive environment, we all want to spend more time with clients and less time doing things in triplicate or chasing for documentation. AXA have developed a system to make your life easier when you're dealing with us for New Business quoting, Mid Term Adjustments and renewals; over time it will also have Claims and Accounts functions.

**ABR (AXA Business Risk)** will make much of the administrative and communication process online, and whilst it might seem to be an uncomfortable concept at first, the benefits for everybody are huge and there for the taking. ABR is simply a way of getting everyone the information they need to make decisions fast.

The following commercial products are currently available on ABR: Venture Plus; Property Owners; Solo Plus Gold; Commercial Combined; Flats; Goods Carrying vehicles; Working From Home; Haulage Vehicles; Hauliers Choice. User Guides for many of these products are available, should you need them.

There are many benefits of signing on to ABR via I-Market, and starting in 2004, iMarket ([www.imarket.co.uk](http://www.imarket.co.uk)) will be the industry portal that links the internet-based systems of insurers with those of brokers. I-Market will revolutionise the way we all do business in the future, and many of our customers can already get the benefits of I-Markets' single password sign on for connecting to AXA Business Risk and AXA-I-Partners for stationery ordering. Benefits of AXA Business Risk:

- Simple and straightforward to use
- Puts you firmly in control of Renewals and Mid Term Adjustments for Commercial quotations
- Complete most Commercial Mid Term Adjustments without contacting an underwriter
- Policies live and accessible 24/7
- Instant point of sale documentation
- In most Commercial cases, renewal terms available online 45 days prior to renewal date