ZYWAVE
INSURING GROWTH

PERSONAL LINES QUOTING EDITION

API Buyers Guide

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Application Programming Interfaces (APIs) have become increasingly important in the insurance industry, enabling seamless integration and communication between different software systems. This guide aims to provide you with an overview of the key considerations when evaluating APIs for Personal Lines Quoting.

The following questions will help you evaluate an API's features, security, support, pricing, data quality, reputation, customization options, future compatibility, and portability. Remember to tailor these questions to your specific business requirements and objectives.

INTRODUCTORY QUESTIONS

- How many customers do you support? What is your overall rate volume?

- Can you describe your company structure? Are any of your investors operating as an insurance carrier or broker? Do you act as a broker or carrier?

- What are your total revenues?

- In addition to comparative rating, what other products do you offer?

RATE-SPECIFIC API TECHNICAL QUESTIONS

- What is your carrier spread by state and line of business?

- How many data fields can be passed through your API? Can there be custom fields?

- Do you allow multiple databases? Can database hierarchy be customized?

- Is there comprehensive documentation available, specifically for endpoints related to the rating API?

- What is the portability of your rate data outside of rating?

- What is your system uptime as a % for the past year?

- How is system health monitored?

- Describe your approach to testing API integrations with your clients.

- Is a sandbox environment available for the quoting API and front-end?

- What integrations do you support?

ONBOARDING & PRICING QUESTIONS

- What is the implementation plan?

- Will we have a dedicated resource?

- What is the typical onboarding cadence?

- What is the cost of onboarding?

- When will charges begin?

- How do you charge for API volume? Is it per carrier per call?

WEBSITE SAAS FRONT-END QUESTIONS

- Can you describe your solution?

- Are you mobile-friendly?

- Can you use the SaaS based product in tandem with the Quoting API?

- Can multiple instances be used in a singular database?

SECURITY QUESTIONS

- Have you implemented SSO or 2FA for your employees to use while accessing the system?

- Are you SOC2 compliant? Can you please provide details?

- Is data encrypted in transit and at rest?

Choosing the right API is a critical decision that can impact your organization's efficiency, productivity, and competitive advantage. By considering factors such as compatibility, security, scalability, documentation, support, pricing, data quality, reputation, flexibility, and future compatibility, you can make an informed decision and select an API that meets your specific needs and helps drive innovation and growth within your insurance operations.

Why Zywave?

We have an edge over smaller startups as we can serve as a platform versus a point solution. Many enterprise-sized organizations have additional comfort with Zywave due to our financial strength. Another advantage is that neither Zywave nor our investors compete with our partners as a broker or carrier, which could be considered a conflict of interest. Learn more at Zywave.com.

Want to learn more?
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