

From: gerald.jennings@collierjennings.com <gerald.jennings@collierjennings.com>
To: Eleanor Kitzmanekitzman@doi.state.sc.us
CC: marcia.adams@scdmv.netmarcia.adams@scdmv.net
lucyunltd@aol.comlucyunltd@aol.com
Date: 11/17/2005 5:53:26 PM
Subject: Re: Re: meeting at DMV

Eleanor, Here's your report of the meeting at DMV on Wed Nov 22nd: 1) A presentation was given of the web service developed for agents in a pilot project between SCAAIA, Assurance Systems and the DMV. Upon entering one DL#, all basic information needed to fill out an automobile application {with the exception of marital status and MVR info} was downloaded over the internet from DMV data onto the agent's PC. This included all drivers at the same location, all vehicles owned by said drivers, correct VIN,s, date of births, DL#'s, etc plus correct leinholder info for each vehicle. 2) Within seconds the policy could be quoted and within minutes the app info bridged to an insurer or the app printed 2) Web services like these benefit not only the agents but our consumers, and the correlation of correct data between the DMV and the industry. 3) The pilot project has proved that the frontline agents in SC could have correct data available for accurate quoting and policy issuance. 4) We discussed funding. The insurers who have seen this to date are impressed but reluctant to fund this for their agents. Especially the independent agent insurers because they only get a portion of the agents business and the costs precede the selection of the insurer by the agent and consumer. Therefore we discussed "public funding" of the cost of these type web services provided to SC's agents. [and we are focusing on agents not insurers] It was agreed that we would look at draft legislation to increase the \$2 UM fee to \$2.25 - \$2.50, and would also create a "working group" like ALIR to oversee the funds expended by the DMV for web services to agents. DMV is looking into procurement issues involved in the delivery of electronic data to agents by service providers if DMV cannot deliver it directly. Provided procurement issues are resolved and the draft legislation developed jointly with DMV is acceptable, we would seek to introduce a bill this session. It would probably go through the transportation committees, not insurance committees at the state house. We would hope for your support this session if a bill is introduced. I want to make it clear that the web services would be available across the board to any licensed auto agent. This is why we have invited and want the direct writer agents involved in this process, not just independent agents. If you want more info, just let me know. Thanks, Gerry

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> From: "Eleanor Kitzman" <ekitzman@doi.state.sc.us>
> Date: 2005/11/10 Thu AM 04:00:15 EST
> To: <gerald.jennings@collierjennings.com>
> Subject: Re: meeting at DMV

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> Gerry,

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> I can't be there and don't really have anyone to send. Melanie is leaving the DOI to go to the Trial Lawyers and Dean is no longer with the Department. You'll have to fill me in.

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> Eleanor

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> >>> <gerald.jennings@collierjennings.com> 11/09/05 2:59 PM >>>

> Marcia has scheduled the meeting with our agent group for Wednesday, November 16th at 2:00 PM at DMV. The focus will be providing and funding web services for agents. Those invited other than DMV are: You w/DOI, Jim St. Claire w/Assurance Systems, David Rowell w/ SCAAIA, Lucy Peters w/SCAAIA, Cliff Spears w/ AIA Insurance, Hannah Sanders w/ State Farm, Mike Boyd w/ Nationwide, and myself. If you are going to be out of town you may want to consider sending a rep. FYI, on the table are possible legislative solutions so maybe Melanie should attend. thanks, Gerry

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