

Customer Spotlight: Agile Premium Finance

Executive Summary

Agile Premium Finance is a burgeoning premium finance company in the insurance space. Before diving into business and growing its customer base, the organization needed to make some important decisions about the products it would use, primarily what management system to implement and how to accept payments from clients.

THE GOALS



Accept electronic
payments



Find cost effective
processor



Smooth user
experience

The Results

Initially, Agile considered opting for an outside vendor that was not integrated with FinancePro. However, President of Agile PF, Russ Goldstein, did careful research before concluding that ePayPolicy was the best fit for Agile, citing the processor's cost effectiveness and pleasant user experience as big contributing factors.

"We've had a fantastic relationship with them so far and they've helped us out

tremendously," said Goldstein. "The process and streamlining of payments getting into our accounts has improved and gotten faster. It definitely comes in cleaner than when it did before we signed up with them."

"In a world filled with tons of technology, people these days expect things 'yesterday,' added the Agile's President. "It's the way of our world. It's important to respond fast."

“In our space, if you don't have an electronic solution you're way behind the times, that's why choosing ePayPolicy was a no brainer for us.”

Russ Goldstein, Agile PF - FinancePro

AGILE
PREMIUM FINANCE
A Division of Valley National Bank