

The Digital Collaboration Revolution



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WHY Plan? Network, Carrier, Agency & Insured.

Good for Carriers

- A 'single version of the truth' for goal planning enabling insights to drive production at individual agency locations
- Ensure that network partners are not only placing more business with Nationwide, but the preferred classes of business through SIC-targeted views

Good for Networks & Agencies

- Ensure the best business is placed with preferred carriers and optimize their potential revenue
- Insights into progress towards goal thresholds that lead to enhanced compensation
- Deliberate planning conversations fostering product specialization

Good for Insureds

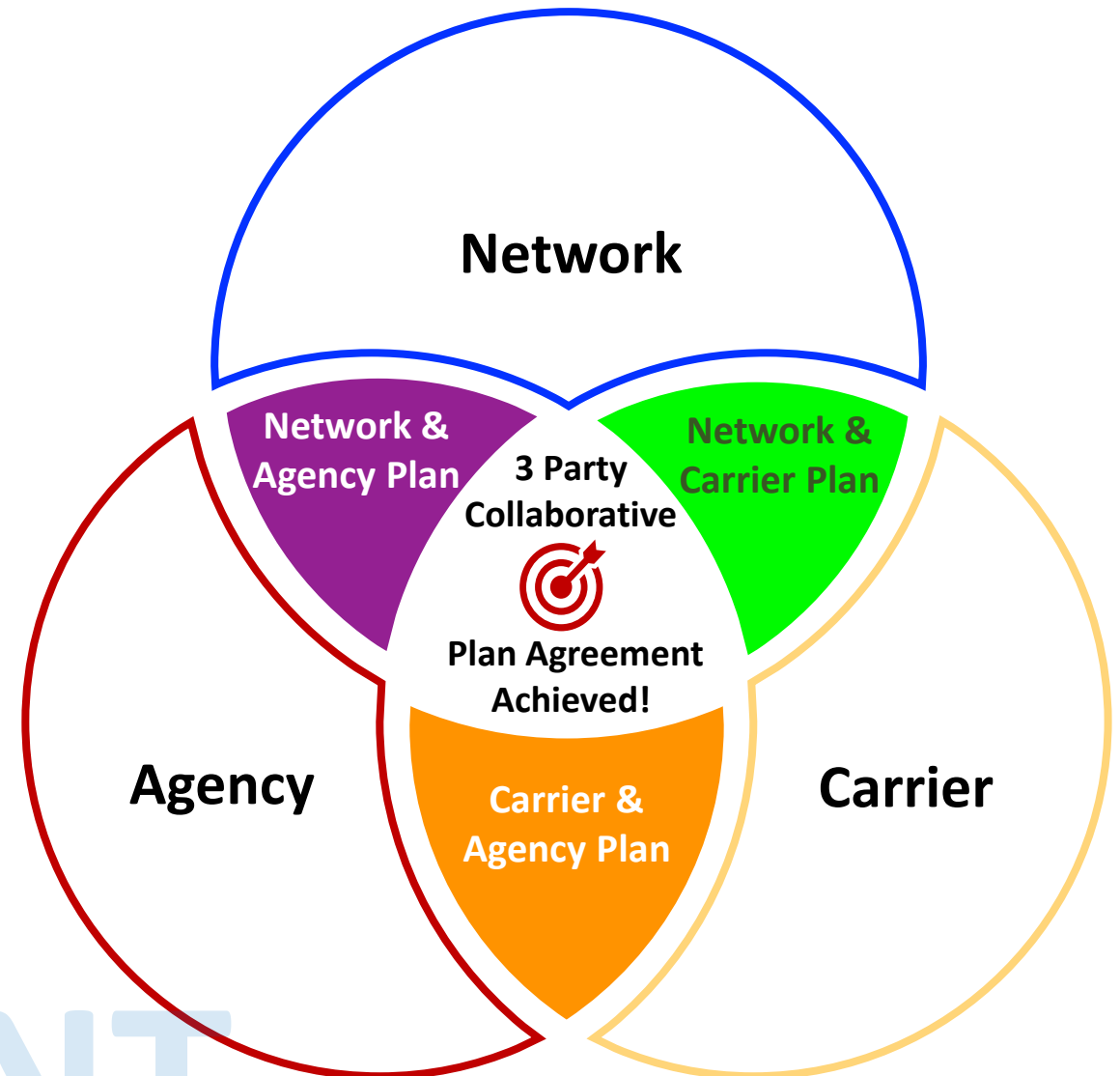
- Core carrier relationships lead to underwriting expertise and improved speed to delivery
- Matching the right policies with the right carriers; best value for insured coverage needs

WHY

Collaborative Planning Process: Network, Carrier & Agency.

3 Party Planning Objectives:

1. Define High Level Mutually Beneficial Targets.
2. Enable an Iterative Planning Process Across ALL 3 Parties.
3. Establishes Accountabilities Across ALL 3 Parties.
4. Milestone Tracking & Ability to “Drive Results” Throughout the Year to Achieve Targets.



ENGAGEMENT

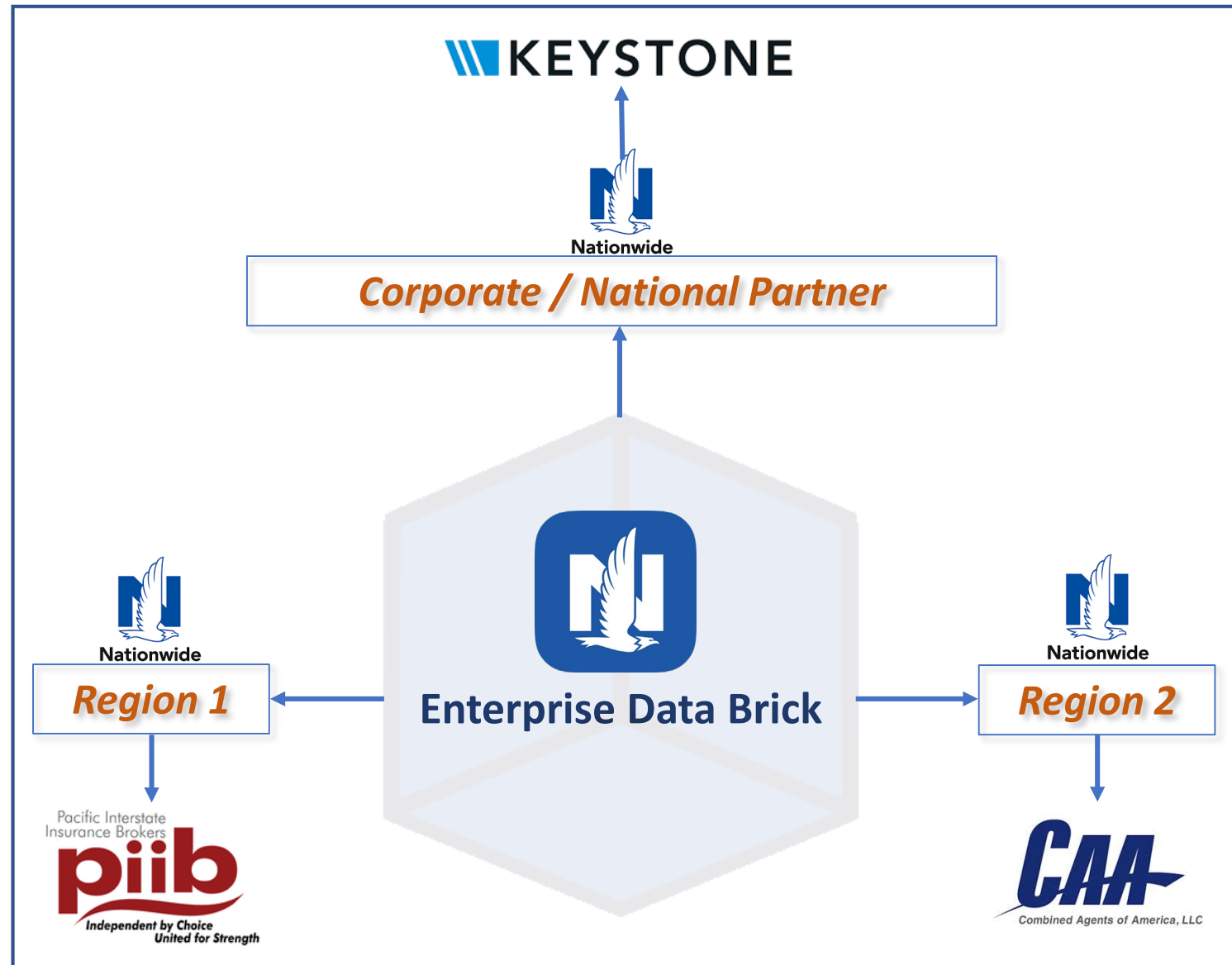
Establish Process & Outputs: Enterprise Data Brick Strategy.



Nationwide

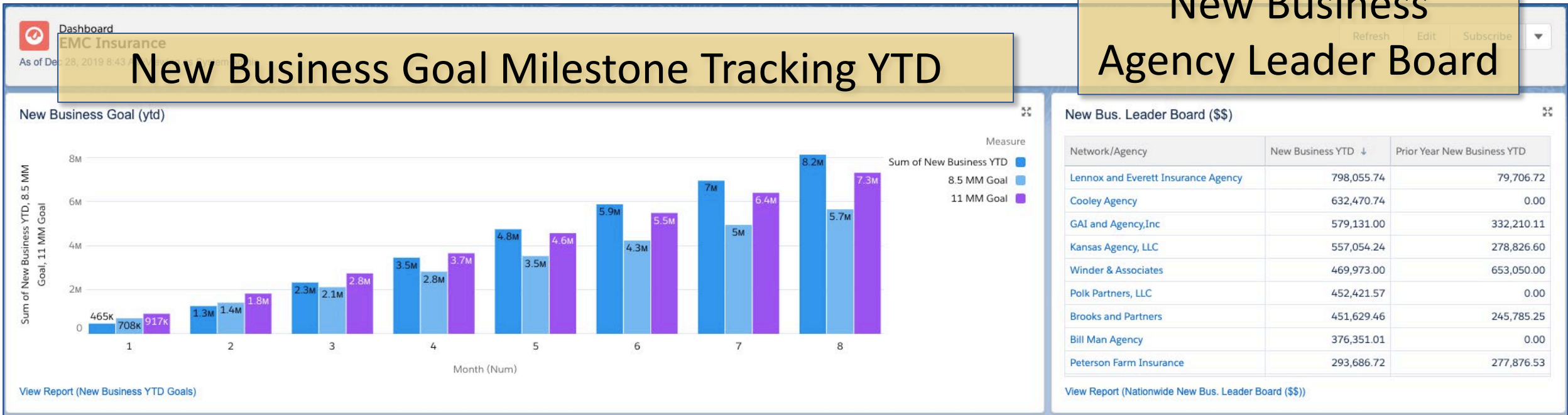
1. Defines required information to meet AKPI data standards.
2. Consistent data delivered to both National & Regional Network Partners.
3. Timely and repeatable.
4. Increases collaboration between Nationwide & Network Partners.

PROCESS



Dashboards: What Gets Measured Gets Managed.

- 1. Move from Qualitative to Quantitative Performance Reviews.
- 2. Transparency Drives Common Understanding.
- 3. Identify the Super Stars & Others Requiring Coaching.
- 4. Relational Data Increase Flexibility of AD HOC Report Development.



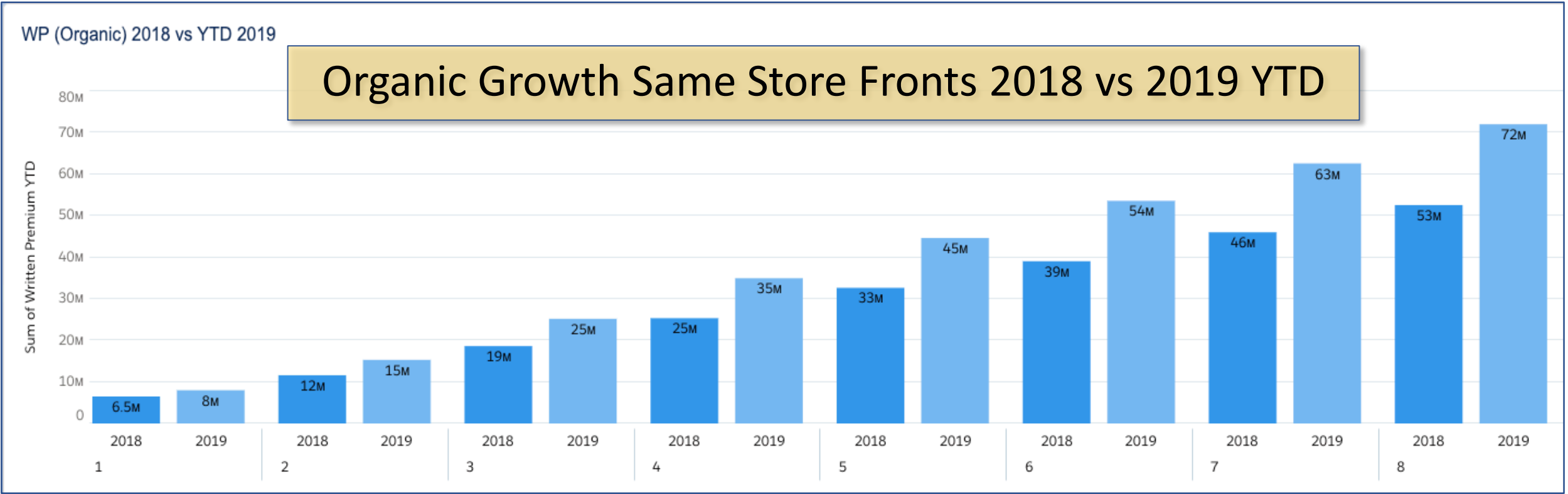
New Business Agency Leader Board

Refresh Edit Subscribe

MEASURE

Dashboards: What Gets Measured Gets Managed.

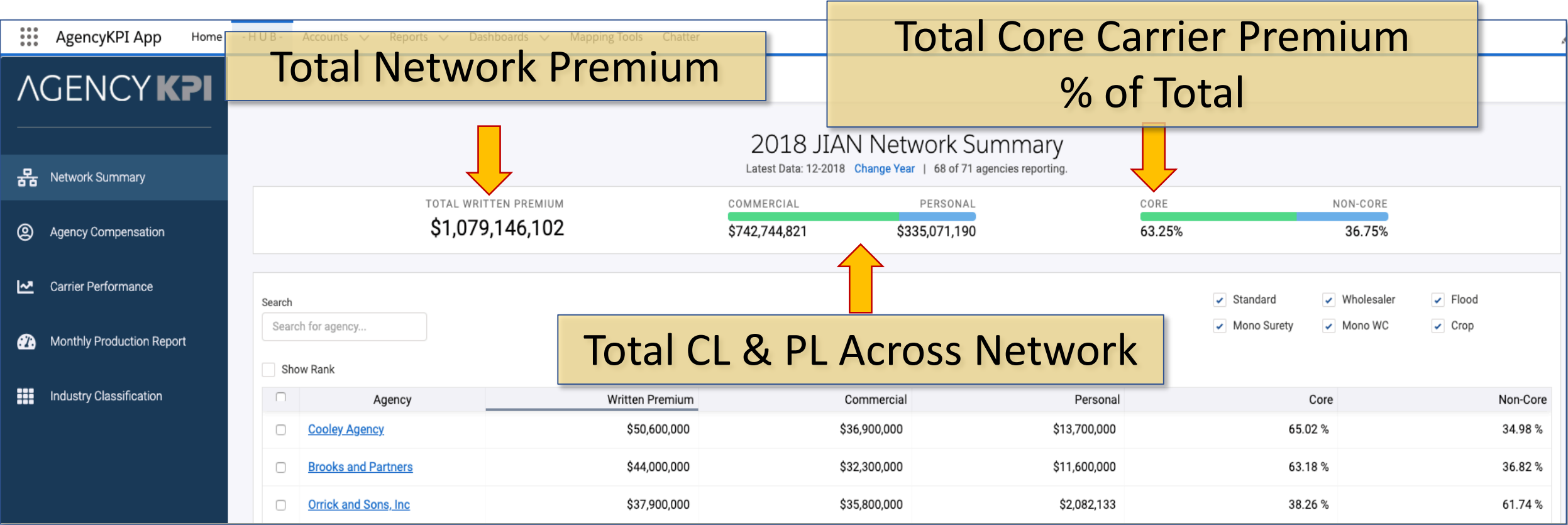
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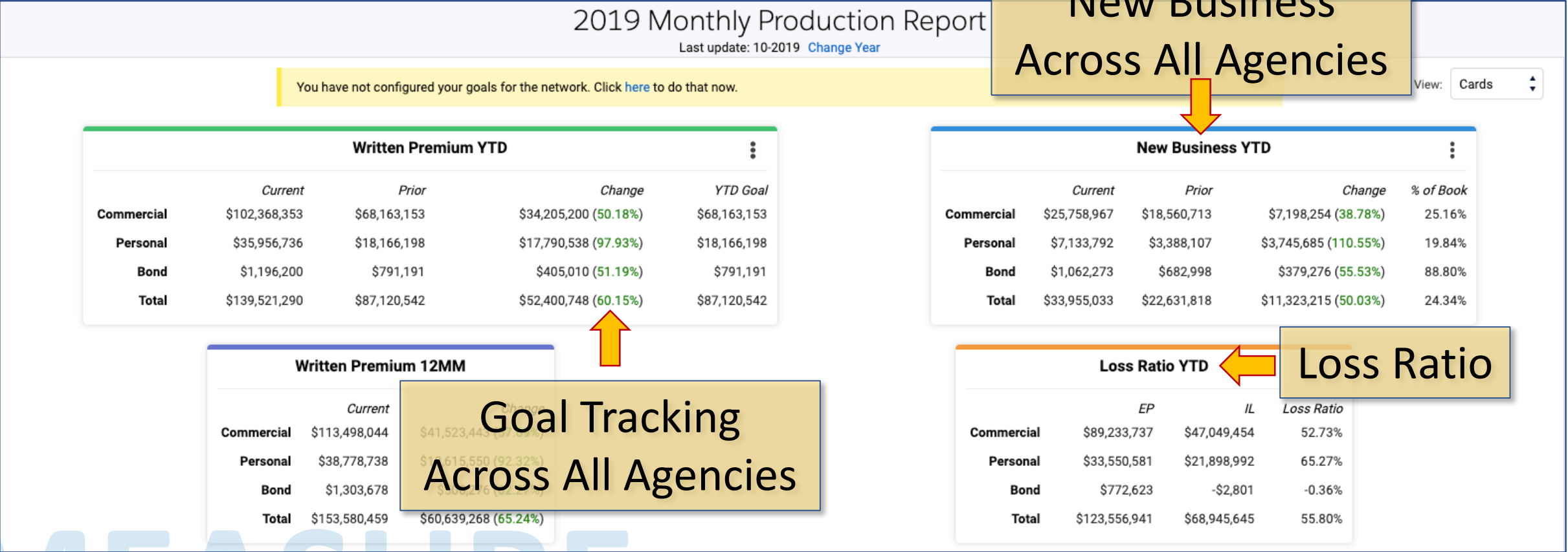
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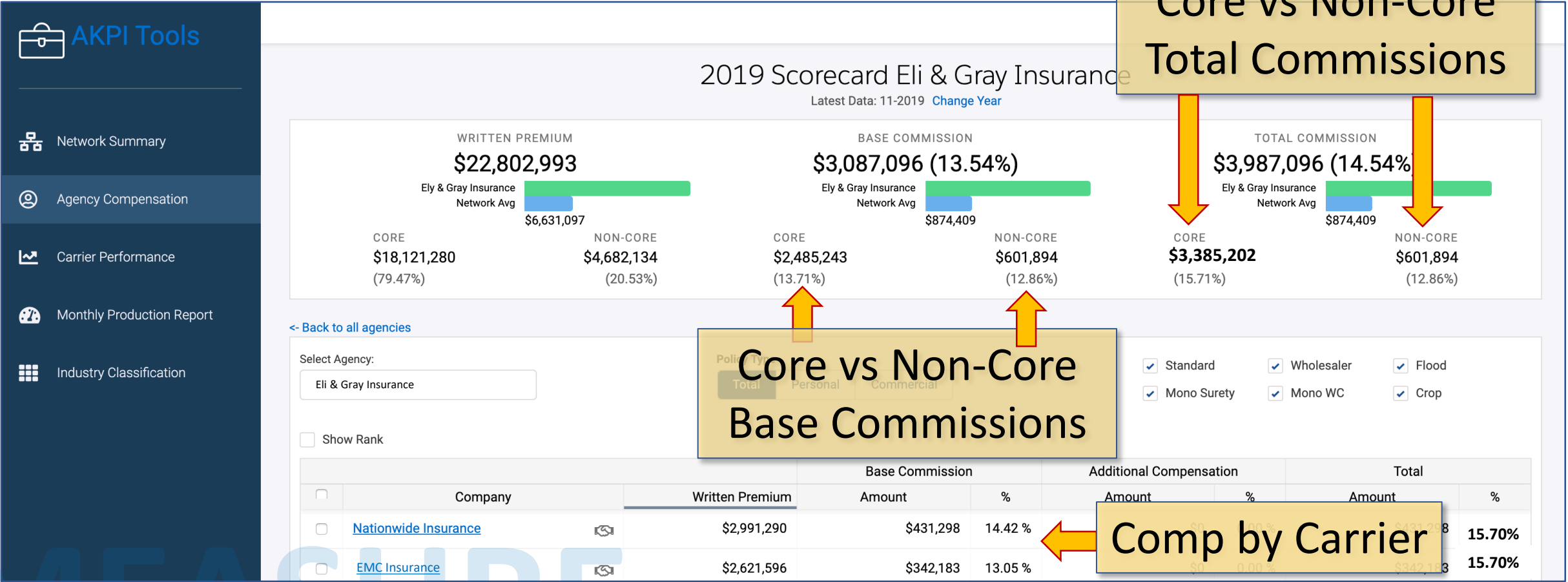
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