



Major Insurance Company Uses Xbridge Host Data Connect™ to Scour Mainframe Database for New Business Leads

Situation

A major insurance company regularly scours its databases for leads for new or additional business. The company also scans its rate database to determine if its rates are competitive and in line with the type of coverage that is being offered.

This time-consuming process involved several people. First an independent agent sent a request for information to the business analyst who determined which screens (or entries on the company’s form) held the requested data.

A line-of-business programmer then identified the fields in the database that were relative to the business analyst’s screen. The request then proceeded to a commercial lines agent for the actual COBOL scan (the extraction from the database).

The process could take hours, if not days. An “average” scan might take four to five hours of both the business analyst’s and programmer’s time, and an entire day of the COBOL programmer’s time. In some cases, the programmers could reduce the time by adapting a previous scan. However, this was not always possible, because the requests varied and the required data often resided in different places.

Solution

With Xbridge Host Data Connect™, the business analysts can quickly, easily access the mainframe data they need, without requiring the programmers’ time.

Host Data Connect enables Windows® applications and browsers to securely access data in System/390® and z/OS® mainframes, and then presents that information in the format of the requesting application (e.g., Excel), all in real time.

Before Xbridge	With Xbridge
<ul style="list-style-type: none"> ▪ <i>The request goes to business analyst</i> ▪ <i>The business analyst determines the screens</i> ▪ <i>The line of business programmer determines the fields</i> ▪ <i>The COBOL programmer assess the data</i> ▪ <i>The programmer puts the data into a form that the business analyst can use</i> 	<ul style="list-style-type: none"> ▪ <i>The request goes to the business analyst</i> ▪ <i>The business analyst accesses the data which appears in a ready-to-use format</i>

By using the product’s multi-variant filtering capability, the analysts can assure that only the requested information is returned. With a single application request, they can get data from multiple files or multiple computers. The product joins the results; the data appears in an industry-standard format. The analysts can access the data – on demand – through intranets, extranets or the Internet.

Results

The process now is much faster, more direct and more intuitive. The line-of-business and COBOL programmers are no longer involved. The business analysts can go to a field on the screen, access the data and have it appear in the format of the requesting application. This results in much quicker analysis, making the business more competitive. And the new process is also cost-effective because it reduces demands on the IT staff, freeing them to work on other, more important projects.

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