

**CARAVEL**

BPM Technology Solutions

# Customer **PROFILE**

## Kinsale Insurance



Kinsale Insurance is an excess and surplus (E&S) lines insurance company specializing in hard-to-place property, casualty, and specialty risks. Its products are distributed nationwide through appointed surplus lines brokers. They target small-to-midsized accounts and have the flexibility to offer terms for businesses with poor loss histories, high-risk venues, and new or high-hazard operations. In each corner of the operation, from underwriting to technology and everything in between, they take ownership of every step of the process by doing as much as possible in-house.

### Demographics

**INDUSTRY** Financial Services**HEADQUARTERS** Richmond, VA**FOUNDED** 2010**EMPLOYEES** 560**EXISTING ERP** Sapiens**OTHER SYSTEMS** Bloomberg, Sovos, Expensify, Qlik, Ukg, Wells Fargo, Chase, Authorize.Net, Input 1, Kong

### NetSuite Solution

**NETSUITE** FinancialsFirst Premium**MODULES** Record to Report, Procure to Pay, Project Management, Order to Cash**INTERFACES** Wells Fargo, Chase, UKG, Internal Ops System, Authorize.Net, Qlik, Inputone

### Implementation

**TIMELINE** 13 months (3 phases)**METHODOLOGY** SuiteSuccess + Optimization**APPROACH** Kinsale Insurance will deploy NetSuite in a multi-phase approach with core functionality for AR going live first, then AP, and then the remainder of the go live functions.

### Sales Teams

**NETSUITE** Alex Warren, Alex Yankauer**CARAVEL** David Tillotson

#### CONTACT US

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