The Total Economic Impact™ Of Zywave

Through seven customer interviews and data aggregation, Forrester concluded that Zywave has the following three-year financial impact.



160%



\$6.7M



\$4.1M

66

Zywave's history proves itself. They've continued to constantly evolve. It's really become a turnkey insurance solution technology.

Senior advisor, corporate services, insurance brokerage and consultant

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Composite Organization

BENEFITS with Zywave

\$2.2M

\$2.2M

Benefits

insurance

\$1.9M

Commercial

insurance

Increased prospecting effectiveness

CHALLENGES

before Zywave



Ineffective prospecting and networking



Providing value-adding differentiators while remaining profitable



Competing against larger companies



Staying current with legislative changes

\$858K

\$608K

Individual insurance

Increased commercial and

benefit account

Cross-selling

opportunities

\$698K

Marketing

Cost reduction

\$423K

Productivity

Increase in marketing and admin



full study

This document is an abridged version of a case study commissioned by Zywave titled: The Total Economic Impact Of Zywave, October 2022

Z)WAVE

Commissioned By