



## **Torus Unveils New eCommerce Division**

*Centralizes delivery and development of online specialty offering*

**September 27, 2013:** [Torus](#), the global specialty insurer, has formed a new division - Torus eCommerce - to centralize the delivery and development of its award-winning online ESCAPE broker portals, which streamline the quote-to-bind-to-issue process for U.S. wholesalers serving America's small business marketplace.

With an increasing number of brokers transacting business through the ESCAPE portals, which currently include ESCAPE Excess Casualty, ESCAPE Healthcare and ESCAPE Miscellaneous Professional Liability, Torus' eCommerce division will enhance the company's underwriting support and service while strengthening product and feature development for users.

The new team is led by Head of eCommerce, Linc Trimble. He is supported by the original leader of ESCAPE for Excess Liability, Kevin Mooney; Brian Blessing, Director of eCommerce Business Development; Kardiner Cadet, IT/Architecture; Dan Dijak, New Product Development, and Nina Lim, Underwriting Services Team Leader, among others.

"Torus' suite of ESCAPE products provide the specialty coverage wholesale brokers require for their SME customers and the fast and easy-to-use automation brokers need to more efficiently and profitably handle their business," said Mr. Trimble. "The ESCAPE system is revolutionizing the way small business insurance is transacted and the creation of a dedicated eCommerce team will allow us to further enhance and grow our online offerings for the select wholesalers we work with."

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### **About Torus:**

Torus is a global provider of Property, Casualty and Specialty insurance operating across Lloyd's, the London Market, Continental Europe and the Americas. For more information, visit [www.torus.com](http://www.torus.com).

### **About ESCAPE**

Developed exclusively for select, high-performing wholesale brokers serving small and middle-sized enterprises (SME), Torus' ESCAPE portals provide a cost-effective distribution solution for brokers transacting small premium business.

ESCAPE was launched in 2010 using the latest breakthroughs in software and technology to help brokers to serve the more than 20 million small businesses across the US. In 2012, Torus was recognized by Celent - a research and consulting firm focused on the application of information technology - as a 2012 Model Insurer for the development of this new and revolutionary platform. Additionally, ESCAPE was selected as a finalist for the 2012 Entrepreneurial Insurance Award for the development of this portal.

## PRESS RELEASE

Value-add features that are unique to ESCAPE portals include:

- **A “Quick Quote” Option**  
By answering just a limited number of questions, the producer will be able to secure a preliminary policy indication, allowing them to provide policy seekers with initial pricing in a timelier manner. This feature is available on the excess casualty and commercial E&O portals.
- **Immediate Policy Issuance**  
Importantly, the portal issues policies immediately once a risk is bound (some insurance companies take months to deliver policies), as well as a PDF of the quote, binder and invoice.
- **Multiple Limit Options at Quote**  
Further seeking to improve efficiency for users, ESCAPE will not only provide a quote for the requested limit, but it will also automatically supply up to 10 other limit options, reducing the time required by brokers seeking to re-quote a policy.
- **Ability to Chat Live With an Underwriter**  
While filling out the quote application, brokers can utilize a Torus representative to answer questions pertaining to the application and any unique circumstances they are encountering. Thanks to the “co-browsing feature,” the Torus underwriter will be able to remotely view the broker’s computer screen, allowing them to provide customized, step-by-step instruction.
- **Combine, Quote and Bind Multiple Policies**  
Unlike other online portals, which allow brokers to purchase a single coverage type per transaction, ESCAPE enables a producer to combine, quote and bind multiple coverages under a single policy.

Those interested in learning more about ESCAPE or how to become a preferred ESCAPE broker should visit <http://www.torusinsurance.com/ESCAPE.htm>.

### Media inquiries, please contact:

#### US

Stephen Kennedy  
203.254.1300 x118  
[skennedy@prosek.com](mailto:skennedy@prosek.com)

#### UK

Laura Molloy  
020 3206 8204  
[lmolloy@torus.comfi](mailto:lmolloy@torus.comfi)