

# Omaha National Client Spotlight

Technology Driven MGA Launches Insurance  
Company in the Cloud



In 2021, Omaha National Underwriters, a managing general agency and payroll service provider, announced its transition to a full-service tech-enabled workers' compensation insurance company, with the infusion of \$45 million in Series B funding.

“The speed-to-market capabilities of cloud-based technology are the optimal solution for our business model. In fact, OneShield Market Solutions’ as-a-Service offering was up-and-running for testing within weeks of our contract signing, allowing us to rapidly accelerate our workflow processes and plans to roll out marketing in jurisdictions across the country.”



Insurance Solutions.  
Simplified.



# About Omaha National

## HEADQUARTERS

Omaha, NE

## WEBSITE

<https://www.omahanational.com/>

## ESTABLISHED

2016

## PRIMARY DRIVER

Carrier launch required fully integrated platform

## IMPLEMENTATION

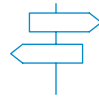
2021

## SOLUTION

OneShield Market Solution

## COVERAGE

Workers' Comp



## Business Opportunity

Omaha National Underwriters sought an integrated technology platform offering policy, billing, claims, loss prevention and medical case management administration for workers' compensation across the United States. From the onset, Omaha emphasized leveraging web-based technologies to support their unique processing needs. They also required a solution that would give business users and management easy-to-use reporting tools and access to business metrics.



## Solution

With OneShield's as-a-Service cloud-based application, Omaha met critical objectives to:

- unify and automate the policy, billing, and claims handling processes
- improve efficiencies and reduce risk with consistent handling of files
- adopt a truly paperless file management process
- eliminate many routine and manual tasks with a configurable rules engine
- centralize the user experience by reducing manual data entry into multiple systems
- expand their technology ecosystem by leverage software APIs and XML interfaces to third-party data providers



## Results

Omaha achieved its goal of speed to market, with implementation of OneShield Market Solutions in just 8 weeks. Key to their lofty growth goals, the platform supports Omaha's ability to scale, expand geographically and bring new products to market quickly. Omaha's premiums in force have grown to over \$152 million since launching in 2021, with a network of more than 2,500 agencies across 14 states. In May of 2022, Omaha National's AM Best A- (Excellent) rating was confirmed.

