



Enterprise AI in Action

Use Case

Enterprise AI for RFP Process Automation

CLIENT

Fortune 100 Insurance Provider.

SITUATION

This major health insurance provider competes for several hundred insurance contracts annually, some valued at over \$500 million. Sales opportunities require timely responses to RFPs involving several thousands of pages of documentation that must be analyzed to determine regulatory risk and financial opportunity across sixty different deal attributes.

INDICO SOLUTION APPROACH

1. Sample documents were loaded into Indico Review for the client's subject matter experts (SMEs) to label training data.
2. Indico trained a robust Enterprise AI model using several dozen examples for each of the sixty different deal attributes.
3. New RFPs are now automatically processed and generate red/yellow/green labels across the 60 attributes, which SMEs use to generate a management recommendation memo.

IMPACT

- With Indico, the client was able to take a process that usually required 14-20 days and reduce it to just two days.
- The client team has doubled their annual RFP capacity with the same resources.



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