

Electronic Health Records (EHRs)

A new era for risk assessment

Business strategy and customer expectations drive the need for faster decision-making in the life insurance industry.

EHR availability and use are growing rapidly

One way insurers are responding is by replacing high-cost medical evidence such as blood and urine samples and attending physician statements (APS) with newer, lower-cost sources such as electronic health records (EHRs).

EHRs are creating value across the insurance industry by helping to facilitate superior risk assessment.

What is an EHR?

An EHR is a real-time, patient-centered record available instantly and securely to authorized users and designed to improve information sharing between medical providers. Simply put, it is a digital version of a patient's paper records.

With EHRs, life insurers can:

- ✓ Obtain access to real-time, patient-centered records
- ✓ Eliminate the need for a paramedical exam and lab
- ✓ Use valuable clinical data in post-issue audits
- ✓ Increase the accuracy of the risk assessment
- ✓ Improve turnaround times and lower data costs
- ✓ Deliver a better customer experience
- ✓ Enable new business growth

EHRs in life insurance



Adoption and efficiency

- **93%** – Carriers actively working with EHRs
- **\$100-\$800** – Range of mortality savings when using EHRs as underwriting evidence



Use cases

- Accelerated underwriting (AUW) rules engines
- Post-issue audits
- UW triage
- AUW kickouts

Munich Re Life US + Clareto

Munich Re Life US and Clareto have combined strengths and expertise to usher in a new era for EHRs in life insurance.

Leveraging underwriting, medical, and data science expertise, Munich Re Life US is creating cutting-edge risk models, scores, and tools to support the effective use of EHRs throughout the industry.

The Automated EHR Summarizer is our versatile EHR solution that provides core data points and triage guidance for efficient use in underwriting and risk assessment, delivered in an easy-to-review HTML report or as structured data.

Learn more about electronic health records and the unprecedented opportunity they bring to the life insurance industry.



Dave Goehrke

Head of Underwriting Risk Management & Pricing Support, Munich Re Life US

Phone: +1 (312) 622-3282

Email: dgoehrke@munichre.com

EHRs by the numbers

Clareto is the leading medical record retrieval provider for the life insurance industry.

EHR Network



250M
covered
lives



>75%
population
match rate
in the US



>55%
average
nationwide
hit rate



EHR Records

80% with paramedical data

EHR Delivery Timeframe



50%
delivered
instantly



80%
delivered
within
1 day



90%
delivered
within
2 days