



MERCHANTS
BONDING COMPANY™
COMMON SENSE SURETY SINCE 1933

90 YEARS OF YES
TO THE BEST

SURETY AUTOMATION & DATA DRIVERS GAIN TRACTION

From instant credit checks and digital signatures to electronic surety bonding and data analytics, the spike in surety automation that arose from the pandemic continues to gain traction and the benefits are clear. Improved efficiency, increased security, and enhanced transparency are all advantages construction financial operations will realize with a surety partner that uses technology, automation and data analytics to provide real value to construction risk managers.

Electronic Surety Bonding & E-Signatures

The use of electronic surety bonds and e-signatures especially are on the rise as businesses and government agencies look for ways to streamline their operations and reduce costs. According to the Surety and Fidelity Association of America (SFAA), the use of electronic surety bonds has increased by over 50 percent in the past five years. At least 45 of 50 states are now accepting e-signatures if not fully using electronic surety bonding.

Electronic surety bonds and e-signatures are just as legally binding as traditional paper bonds.

Advantages Include:

- ▶ **Speed and Convenience:** Electronic surety bonds can be issued and delivered instantly, which can save businesses valuable time and money.
- ▶ **Security:** Electronic surety bonds are stored in a secure database, which helps to protect against fraud and other security risks.
- ▶ **Traceability:** Electronic surety bonds can be tracked and traced throughout their lifecycle, which provides greater transparency and accountability.

If you are looking for a way to streamline your operations and reduce costs, taking advantage of a rapid response surety program that uses credit checks to provide instant bonding is a good option to consider.

Credit Scoring & Automated Bond Approval

For smaller and less frequent surety needs, some surety carriers offer streamlined automated bond approval based on a credit score.

Benefits Include:

- ▶ **Speed and Efficiency:** The process of getting a bond can be time-consuming, but automated bonding with credit scores gives you an instant response.
- ▶ **Access:** Automated rapid programs help infrequent surety bond users to quickly access the bonds they need based on their credit history.

Data Analytics – Drives Better Performance

The surety and construction industries have a wealth of information available about projects, contractors, and subcontractors. Harnessing the power of this data to provide peer analysis for contractors and subcontractors is another way your surety company can provide value.

Peer Data Analysis Can:

- ▶ **Track** the performance of contractors and subcontractors in the same space.
- ▶ **Benchmark** a construction company's performance against their peers. This information can be used to identify areas where companies can improve their performance, reduce their risk, and reveal competitive advantages.

As the world becomes more tech-savvy and data-driven, construction companies will need surety partners that can help them prepare for that future with the right tools and automation to be fast, efficient, secure and competitive while mitigating the financial risks all construction financial leaders face.



David Hewett, Merchants Bonding Company's chief underwriting officer, leads strategic planning for surety operations, talent development and client engagement.



Ask Your Agent About Rapid Access Program

- ▶ Qualifying accounts are approved in seconds based on credit.
- ▶ Expedite GIAs with electronic signatures.
- ▶ An account's line of credit is issued for all RAP accounts.
- ▶ An effortless e-application allows you to quickly and easily send your information to your agent to qualify for an instant RAP program.



Crazy Fast!

– **Becky Hecker**, Dawson Insurance

Merchants Bonding Company's Rapid Access Program (RAP) for instant contract bonds is **FASTER** and **EASIER** than ever.



Contact your agent for more information.

Don't have an agent? Find an agent at merchantsbonding.com.

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