



Case Studies: Lawrence Cronin / Cronin Insurance Services

Cronin Insurance Services is an independent insurance firm. The firm is recognized as one of the top performing businesses in its industry. The Company's employees are located in Menlo Park, California. Annual sales are in the range of \$1 to \$5 million.

Challenge

One of the company's most critical tasks involved heavy number crunching before deadlines could be met. The need for an optimized high-speed number crunching system was identified. To gain a competitive advantage, the company required an improved business process to reduce costs and increase efficiency.

Solution

Using a reasonably priced IND Group custom software solution, Cronin Insurance Services realized faster decision making and greater productivity. Automated business processes delivered accuracy and efficiency. The benefit of automation freed up time for strategic and tactical activities.

Results

IND Group IT consulting solutions enable business leaders to achieve strategic goals and increase customer service. Improvements in operational processes are estimated to generate savings of over \$50,000.

Industry:

Business Services –
Insurance Brokerage

Project Type:

Custom Application Design
and Development Service

Customer Feedback

"We were referred to the IND Group. They were very helpful and did exactly what we wanted at a price we felt was reasonable. Our business processes have improved since they have become our trusted advisor."

— Lawrence Cronin ,
CEO, Cronin Insurance Services —