



# How to Buy Data and Why Buy Data



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When providing property valuations to commercial or residential clients, companies need dependable data. The strength of a figure and quality of customer satisfaction are based on how efficient and exact the valuation process is. e2Value has a proven record of excellent service that can help firms grow their business footprint by attracting new customers, and retain existing clients with fast, cost-effective and convenient valuations. Making the commitment to purchase Software as a Service gives companies access to the best data in the industry leading to a high return-on-investment.

When searching for a valuation data provider, here are some key areas to focus your research to select the most appropriate system for your company:

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## Accuracy

Calculating replacement costs and actual cash value of commercial or residential properties demands pinpoint accuracy. By investing in data services, your company can deliver valuations with a greater degree of exactitude. At e2Value, our valuations meet a high accuracy standard due to our patented methodology and system design.

From risk mapping to data scoring, there’s less room for error when assessing factors that contribute to the replacement cost of structures. We recognize that companies place their reputation and credibility on the line each time they perform a property valuation. As a result, our system ensures the highest quality so you can deliver the best information to your clients and business partners.

Discrepancies between the estimation in a home valuation and the ultimate cost of rebuilding can present **financial risk** to firms who don’t get it right. Data can help firms protect their reputation and avoid unnecessary costs due to inaccurate valuations.



## Consistency

Companies must meet a consistently high standard to be competitive in the industry. For us, consistency is a twofold proposition for companies that issue insurance valuations.

First, each client deserves the same level of precision and attention to generate the most accurate valuation. Each of your clients or customers should walk away from your relationship with the same high level of satisfaction. By standardizing the valuation model, our system allows for uniform accuracy.

Second, clients who depend on your company for more than one valuation expect the same high quality across the board. This means that businesses or individuals with multiple properties should be able to recognize consistency in the standard you meet for each item in their portfolio.

Investing in Software-as-a-Service meets those expectations by delivering precise results every time, reducing room for mistakes and human error.



## Customizability to Business Needs

Every company is different. Your clients deserve attention to their specific needs. Inflexible valuation models make it time-consuming and difficult to procure the best information in unique transactions. With the support of data systems, your company can customize its services to fit every situation, without losing time and momentum.

Every industry is different. Some needs for valuations may be subject to specific regulatory standards or industry requirements. Farms and ranches, for example, demand their own set of systems for valuations: e2Value offers its **Homestead program** to account for the main residence, farm structures, and their interior features and finishes.



Most importantly, your company deserves a valuation system with flexible applications for the structure and nature of your business. When selecting a service provider for insurance valuations, it's critical to choose a company that has invested research and development in streamlining efficiencies for all valuations, not just routine appraisals.

## Adaptability to the Changing Industry

In the not-so-distant past, insurance valuation systems and records were processed and stored on paper systems. Many valuation providers began as paper operations and have lagged several steps behind as the process has gone digital. Seizing the opportunity when new technologies present themselves to make appraisals more accurate and convenient is the hallmark of an excellent firm.

It's important to select a valuation provider that started and remains on the cutting edge of industry innovation. e2Value's systems started in the cloud, and have established processes that are dynamic to absorb new technology, stronger data interpretation methods and flexibility. We continue to develop our systems so that our customers have the latest tools to do their best work for clients.

## Security

Insurance information is highly confidential, and without appropriate protections a breach or data loss can impact a company's business reputation. Investing in data systems for your company means that even if your internal network is compromised, your sensitive valuation data can remain safe in the cloud.

In a Software-as-a-Service (SaaS) model, data is housed centrally and is accessible through the **Smart Data Warehouse (SDW)** function. Our security measures meet

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industry standards for insurance and financial institutions. A crash or intrusion on your local network won't compromise the security of information stored with us. This creates a layer of assurance that firms who manage their valuation records themselves can't guarantee.

We also back up all data so that your data is available online for all authorized users.

## **Expansion**

Data allows companies to handle more tasks efficiently, so client bases can grow and businesses can expand. If your business is encumbered with a higher volume than it can handle, or your workforce resources are stretched thin by painstaking valuation work, investing in data systems that have no or minimal impact on your internal IT resources can relieve the burden and allow you to focus on higher-priority tasks.

e2Value has grown alongside its clients, and expanded our reach to help and support more burgeoning firms. We succeed when our customers succeed, so ensuring your return on investment is a cornerstone of our business philosophy.





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