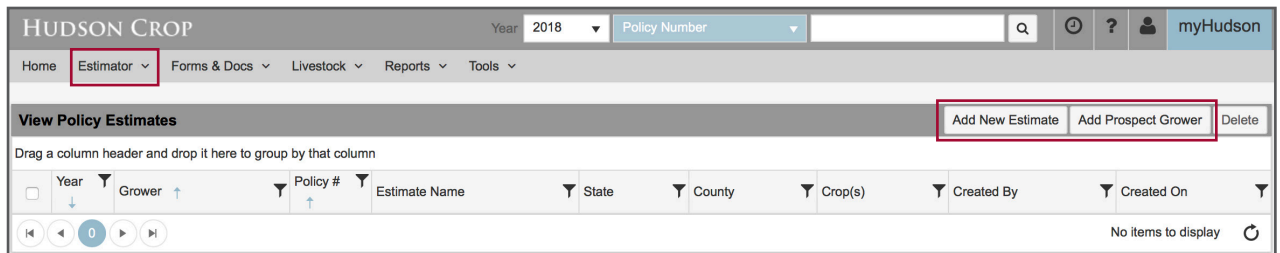




# EHarvest™ PROCESSING SYSTEM

## QUOTING TOOL OVERVIEW

The eHarvest Quoting Tool provides Hudson Crop agents the ability to quote a variety of coverage options for both existing and prospective growers. This intuitive tool helps provide your grower peace of mind in their crop insurance risk management decisions.



### Accessing the Quoter

Login to eHarvest or myHudson using your provided eHarvest credentials. If you do not know your credentials, please contact your Regional Sales Manager.

- **eHarvest:** Click on the Estimator tab, then Policy Estimates (Estimator Landing Page). For existing growers, you can also access the quoting tool from within a 2018 policy under the Estimator tab. Simply click “Add” to start quoting.
- **myHudson:** Click on the Estimator button at the top of the page. You will then be redirected to eHarvest.

### Functionality and Tips

- Coverage headers mimic other eHarvest Fast Edit screens. Simply click on a header to expand or collapse.
- If you wish to return to a previous estimate step at any time, click on the step number icon in the wizard time line.
- Buttons: Print = PDF Printout, Export = Formatted Excel File

### Creating Estimate Templates


- Click “Templates” under the Estimator tab.
- Name your template and enter all criteria.
- Templates are keyed by state/county; however, they can be applied to all counties in a state for the same crop on the estimator.
- Once you have created a template, it will become available in the “Apply Template” drop-down menu in the estimator wizard for both existing and prospect grower quotes.

### THE BENEFITS

- Quote a variety of MPCl and Crop Hail policies from basic to Margin Protection and Whole-Farm
- New Quoting Landing Page (above) and Wizard Tool
- Quote multiple counties, crops and coverages on one estimate
- Template and batch quoting
- Ability to quote Prospective Growers from the same wizard you use for Existing Growers
- Ability to quote Existing Growers from within their policy OR from the new landing page

## Quoting Existing Growers

- **Step 1:** Under the Estimator tab, search by grower name or policy number under the “Add New Policy Estimate” area. Click “Add” by the policy you wish to quote. This will take you to the wizard.
- **Step 2:** Add new coverage/units on the policy to quote if desired. Click “Save & Continue” to proceed. *(Hint: Acres/Share/Yields will pre-fill from previous year, but are editable fields. Buy-up price/volatility will reflect discovery prices when in discovery. If not in discovery, this will default to the previous year’s price & volatility.)*
- **Step 3:** Here you can add your various estimate scenarios. Your current selections are shown in blue and added estimate selection in yellow. *(Hint: Crop Hail options will show on the right side of scenario and can be added on one or all coverages.)*
- **Step 4:** In the Calculations screen, a summary view of your quote will appear. You can click on the below buttons to change your view type at any time. For a chart view, click the “Update Chart” button (below). *(Hint: Acres/Share/Yields will pre-fill from previous year, but are editable fields. Buy-up price/volatility will reflect discovery prices when in discovery. If not in discovery, this will default to the previous year’s price & volatility.)*



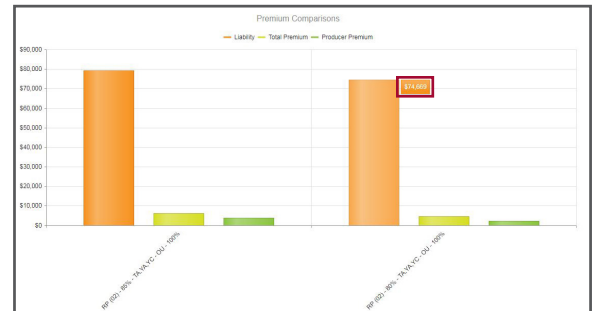
The screenshot shows the 'Policy Estimate Calculations' screen with the following data:

Scenario	Guarantee	Liability	Total Premium	Producer Premium
Revenue Protection - 85% Level				
RP (02) - 85% - TA,YA,YC - OU - 100%	20,038	\$79,352	\$6,094	\$3,778
Revenue Protection - 80% Level				
RP (02) - 80% - TA,YA,YC - OU - 100%	18,856	\$74,669	\$4,566	\$2,375

- **Chart View:** Hover over any bar in the chart to view data (right). You can also print the chart from this page.

## Quoting Prospective Growers

- Entering a prospective grower in the Estimator will make that grower searchable in broader eHarvest searches.
- **Step 1:** From the Estimator landing page, click the “Add Prospect grower” button.
- **Step 2:** Enter in agency, estimate and grower information as prompted. Click “Save & Continue.”
- **Step 3:** Enter new coverage and detail lines as prompted. Click “Save & Continue” when finished. *Remember, for Prospect Growers, no policy data exists, so you must key acre/share/yield information.*
- **Step 4:** Choose your coverage estimate options. Remember, because no policy data exists in the system, you must manually choose your “Current Policy Selections.” Click “Save & Continue” when finished.



**For additional training or questions, contact your Regional Sales Manager.**

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