



Make Paperless Make Sense.

## Case Study

Central Analysis Bureau, Inc.  
New York, New York



For nearly 70 years, Central Analysis Bureau, Inc. has been an important part of the underwriting plan for the commercial auto and inland marine insurance industry. With its unique understanding of all aspects of the trucking industry, CAB has developed a proprietary rating system which, based on a series of specific ratios and equations, is utilized to analyze a motor carrier's financial records to determine the financial strength of that carrier. For years, the name CAB has been synonymous with financial analysis, and an acceptable CAB rating is a prerequisite for many underwriters.

### Situation

Central Analysis Bureau, Inc ([www.cabfinancial.com](http://www.cabfinancial.com)) is a financial analysis firm that has worked with insurance underwriters in the commercial auto and inland marine industries for almost 70 years. The firm employs approximately 30 people, including financial analysts, operations staff and clerical staff. In 2006, the firm faced a lapse in its lease and rising costs for office space in Manhattan. Realizing that an entire room was dedicated to a complex space-saving filing system, Central Analysis Bureau decided to implement an electronic filing system to alleviate the need for a larger—and more expensive - office.

### Solution

"Our lease was up for renewal, we're in Manhattan so we had to downsize space," says Shuie Yankelewitz of Central Analysis Bureau. "We had about 60+ years of records, and that was the entire room of files. We literally had financial statements dating to 1939 of different motor carriers for trucking insurance - we never discarded anything. Part of our financial analysis is looking at trends, so we keep everything on record. To give up a room of files into a computer gives you that advantage of saving a lot of money even with the startup cost and conversion cost of going paperless."

After searching the internet for electronic filing management systems, CAB chose eDrawer and integrated the system into computer systems, such that the company relies on eDrawer for each document pull throughout the day rather than only backing up files to eDrawer at specified times.

"We looked at many document management systems, and eDrawer's appeal started with the price. There are a number of features we liked with eDrawer, but our first question to them was 'what's the catch?'" explains Yankelewitz. "Compared to all other document management systems, it's literally a fraction of the price. Whether or not we caught the catch or not is irrelevant because we've never looked back."

### Results

Since integrating eDrawer, Yankelewitz says CAB has eliminated one clerical position and one analyst position and continues to be more productive per employee than before it used the eDrawer filing system and, according to Yankelewitz, "there's room to get rid of more."

"So far we were able to get rid of one clerical person—there is no question we were able to consolidate our staff and have them focus on other things. And, the workflow element is really great. The analyst that finishes the report used to put it in a box to be taken physically to another office and reviewed; now it automatically pops up in that person's box.

"Additionally, there is a lot of time saved. Previously, analysts were able to write up a finite number of reports in an hour, and from the management perspective we have to factor in the amount of time it takes to get the file in order to determine the number of reports that can be accomplished," says Yankelewitz. Since installing eDrawer, he says that "we have changed our expectations for how many reports analysts can accomplish in an hour, and they can now write 1-2 reports more now."

