EiB

ANALYTICS 2018

CONFERENCE AGENDA

CitizenM Tower of London
Wednesday 25th April
9.30am – 4.30pm

EIB ANALYTICS 2018 PRODUCT LAUNCH
DELIVERY INTELLIGENT INSURANCE MI APPS NOT TOOLS

EiB ANALYTICS 2018 CONFERENCE MORNING AGENDA

09:00 Registration & Morning Refreshments

09:30 The Dramatically Changing World of Analytics and the Key Challenges
      We Need to Address. *Paul Martin – Managing Director, EiB*

- Data Quality, Centralised Business Logic, The Evolution Of On Prem -> Cloud
- Secure Excel, Web and Mobile deployment with minimal fuss.
- Using the right software and services approach.
    - EiB Analytics 2018
    - Power BI
- Delivering outsourced MI for £3,000 a month…The new possibilities

10:30 EiB Case Study: delivering MI To An "Information Hungry" 3rd Party
      Insurance Carrier. *Craig Richardson – Underwriter, Antilo*

- Most Insurance companies deliberate and agree what information they need internally to run the business. What happens when the key stake holder is external to the organization such as a carrier
- Craig Richardson demonstrates the information they deliver and package to their carrier and how this helps manage that business relationship

11:00 EiB Case Study: Hotel Analytics from Incomplete Comparative Data > Organisational
      Processes > Power BI Dashboards. *David Bridge – Founder,* Adafa Bridge Hotel Consultancy & *Andrew Mills – Senior Consultant, EiB*

- David Bridge looks how Hotels wishing to compare their performance against their peers, must structure information in a common format and exploit the measurement through advanced financial reporting and dashboard software
- Andy Mills one of our Senior Consultants will then demonstrate the practicality of David's vision using EiB Analytics 2018 integrated with Power BI

11:30 Refreshments & Networking Break

EiB ANALYTICS 2018 CONFERENCE AFTERNOON AGENDA

12:00 EiB Case Study: Two Years On From Starting MGA MI – The Trials, Tribulations & Rewards. *Garry Watson – CEO, Walsingham Motor Insurance Limited*

- Garry introduced the EiB Insurance Analytics initiative into Walsingham 2 years ago. He talks about the information challenges and how the MI application has evolved to constantly drive fully automated accurate management information
- The MI application never stops. WMIL now need to embrace new regulations such as GDPR and look at MI in context of this

12:30 Live MGA Application – Using EiB Insurance Analytics.

Paul Martin – Managing Director, EiB

- Extrapolating useful MI from Premiums & Claims bordereaux files & Back Office systems
- Automation and accuracy are key drivers
- Handling the real world issue of bad data
- Once we have a MI sanitized database – a license to thrill!
  - See full earnings by Underwriting Year, Broker, Product, Demographics etc.

13:00 Lunch Break

14:00 Fast-Tracking your Insurance MI. *Nico Kichenbrand – CTO, EiB*

- MI requirements need to be fulfilled yesterday!
- Budgets have limits - how to achieve accurate and automated MI affordably
- How robust is your MI infrastructure?
- How you can still deliver MI, NOW!

14:30 The Art Of Visualisation - Making Power BI Dashboards Look Stunning.
Jon Hacking – Senior Consultant, EiB and Andy Mills – Senior Consultant, EiB

- Everyone can build a Power BI Dashboard, but they start from a blank canvass Jon and Andy two of our most experienced consultants talk about things to consider and how you maximize your message and real estate available with the visualizations available
- Using EiB AppStudio to create SQL Data Warehouses and SQL AS Datamarts (Cubes) through the enterprise gateway also makes the development of Apps so much faster. Jon and Andy explore the usage of tapping into these Datamarts and adding further information manually such as Budgets and Forecasts for planning apps

EiB ANALYTICS 2018 CONFERENCE AFTERNOON AGENDA CONTINUED…

15:00 Refreshments

15:20 **The Most Amazing Analytics Application In Days – EiB Analytics 2018**
Nico Kichenbrand – CTO, EiB

- Nico our CTO and Co-Founder uses 20 years + of expertise and arms himself with our new EiB Analytics 2018 and Power BI, to build a complete application in his session from a raw data source to centralized business logic to corporate reporting database to Excel coupled with Power BI web and mobile deployment
- Welcome to the new world of analytics where long time cycles are not an option and massive expectations are a given. How do you deliver quickly – yet professionally?
- Nico will articulate best practices and things you MUST and MUST NOT do; Anyone can build a dashboard in minutes…However, most people do it badly!

16:00 Closing Address. *Paul Martin – Managing Director, EiB*

- Getting started with EiB Analytics 2018 – Next steps
- Special offer for conference delegates

16:30 Networking Drinks

EiB ANALYTICS 2018 Conference

CitizenM Tower of London | EC3N 4DJ | Wednesday 25th April
RSVP to lfarrugia@excelinbusiness.com
Registration is FREE. Complimentary Lunch & Refreshments.

GUEST SPEAKERS

Paul Martin – Managing Director, Excel in Business

Paul has over 25 years experience operating in the fields of BI, Data Visualisation, MI and Financial Reporting. With expertise in advising and implementing systems for both large corporates and medium sized businesses. Paul has worked on over 600 customer implementations, as well as consulting with industry visualisation specialists, business intelligence experts and software developers.

Nico Kichenbrand – CTO, Excel in Business

Nico has been developing analytical applications for over 20 years. Having previously worked at Gentia Inc., a NASDAQ listed pioneer in OLAP technology, Nico then spent 2 years as Head of Business Intelligence at Sage before establishing EiB in 2011.

Craig Richardson – Underwriter, Antilo

Craig has worked in the insurance industry for 20 years, and has actively underwritten in the taxi and minibus market for the last 10 years. He is a key part of our underwriting team and his responsibilities include product development, reporting and pricing, in addition to daily broker query handling and referrals.

Garry Watson – CEO, Walsingham Motor Insurance

Garry has been the CEO at London based MGA, Walsingham Motor Insurance, since 2012. Providing Commercial Fleet Products to the UK Broker Market, Walsingham write in excess of £20m GWP, and are early adopters of InsurTech, which has significantly helped them achieve their operational objectives writing a profitable and sustainable account.

GUEST SPEAKERS

David Bridge – Founder, Afdafa Bridge Hotel Consultancy

Having worked as an Asset Manager for over 20 years, David has enjoyed roles at Westmont Hospitality as a Director and Jones Lang LaSalle as SVP Asset Management for Europe.

Forming his own consultancy in 2004, some of David's assignments have included the Hilton Prague, Hotel Arts in Barcelona, the Radisson Biarritz, the Strand Palace London, and the Fairmont in Monte Carlo. David is also a member of the committee that manages HOSPA's newly-launched Asset Management community.

Andrew Mills – Senior Consultant, Excel in Business

Having been with EIB for over 5 years, Andrew has extensive project process involvement from initial systems analysis through to final application design.

With experience across a multitude of verticals, including shipping, hotel & finance, Andrew works closely with customers to ensure their vision is not only met but exceeded.

Jon Hacking – Senior Consultant, Excel in Business

Jon has been designing and maintaining reporting applications for over 6 years at EiB. With a focus on Financial, Commercial and Insurance applications, Jon has amassed a wealth of knowledge using analytical tools such as EiB AppStudio, Microsoft SQL Server and VisualStudio.

Combined with front end tools such as EiB ReportStudio, Microsoft Office and PowerBI, Jon successfully helps customers to present the best of their data as quickly and painlessly as possible.