



## EiB Insurance Analytics Overview


**Excel in Business**

[www.excelinbusiness.com](http://www.excelinbusiness.com)

# Summary of Experience



## ● Performance

- Management Team Gentia IPO – \$26M 
- Seed Funding IntelligentApps
- ProClarity (UK) -> Microsoft
- IntelligentApps Trade Sale

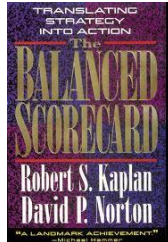



## ● People

- Over 600 MIS / BI projects
- 15 years R&D, Consultancy
- Small, experienced team



## ● Product

- First commercial Balanced Scorecard product with David Norton 
- 4 Excel based BI / Reporting products
- First Excel Dashboard product



## ● Pricing

- Simple pricing per annum
- All costs known upfront
- Unlimited user options, no per author / user complexities
- Virtual services and training minimizes cost

# **BUSINESS OPPORTUNITIES & CHALLENGES FOR INSURERS**

# Why Poor Underwriting Numbers Are No Longer An Option ?

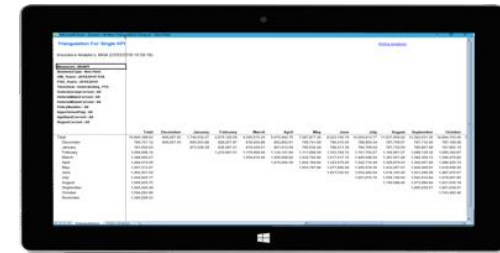
## ● Thrive

- Understanding Risk -> Accuracy -> Changing Behaviour
- Embracing Digitalisation And Automation
- Using Accurate MI To Drive Underwriting Decisions



## ● Survive

- Business As Usual -> Good Underwriting -> No Change



## ● Die

- Lloyds, Carrier Pressures
- Not On Top Of Your Numbers

AlphaInsurance



ENTERPRISE  
INSURANCE  
COMPANY . PLC

G A B L E

# Everyone Talking Analytics, Who's Delivering ?

https://newtonmedia.swoogo.com/insurtech18/Agenda

HOME AGENDA ATTENDEES SPONSORS & SPEAKERS REGISTER

**intelligent INSURTECH EUROPE 2018**

Board Tech Talks A - Strategy  
Partnership Power: Launch And Sustain Winning  
Data-Driven Business Transformation: Alien  
Collaborations With Startups

- Discover what evaluation criteria is critical for identifying the most promising startups in an increasingly overcrowded market
- Explore best practice for collaboration and identify bottlenecks to effective partnerships i.e. procurement, data privacy, information security and compliance
- Align your investment strategy with long-term strategic goals and get practical advice on how to build a partner ecosystem with external accelerators/incubators, and specialist contacts

Panelists:  
Shelley Mills, *Head of M&A and Ventures, Hiscox*  
Matthew Jones, *Director, Investments, Anthemis*  
Minh Tran, *Managing Partner, Insurtech Capital*  
Richard Chattock, *Chief Executive Officer, InsurT*

Moderator:  
Helena Prokhorenko, *Investment Associate, Hig*

www.szwgroup.com/insurance-analytics-and-ai-innovation-china-2019/index.aspx

IIC Analytics & AI | Jan. 9-10th | Shanghai, China

Home Agenda Speaker Sponsor Partner News Contact Register Now 中文

29 Days

## Insurance Analytics & AI Innovation China 2019

**"Turning Data into Values"**  
In the age of big data and AI, there is no bystander

January 9-10th | Shanghai, China

Enter Email to Subscribe Event Update & News **Subscribe**

Register Now

Yet .....



"Only **13%** of Insurers surveyed by the 'Economist Intelligence Unit' identified enterprise-wide data management and data warehousing as a significant strength in their organisation"

**SO, WHAT ARE THE MAIN  
CHALLENGES HINDERING A MORE  
DATA DRIVEN APPROACH TO  
UNDERWRITING?**



Maybe limited I.T. resources?

With MI precariously held together by Excel  
and your underwriters...



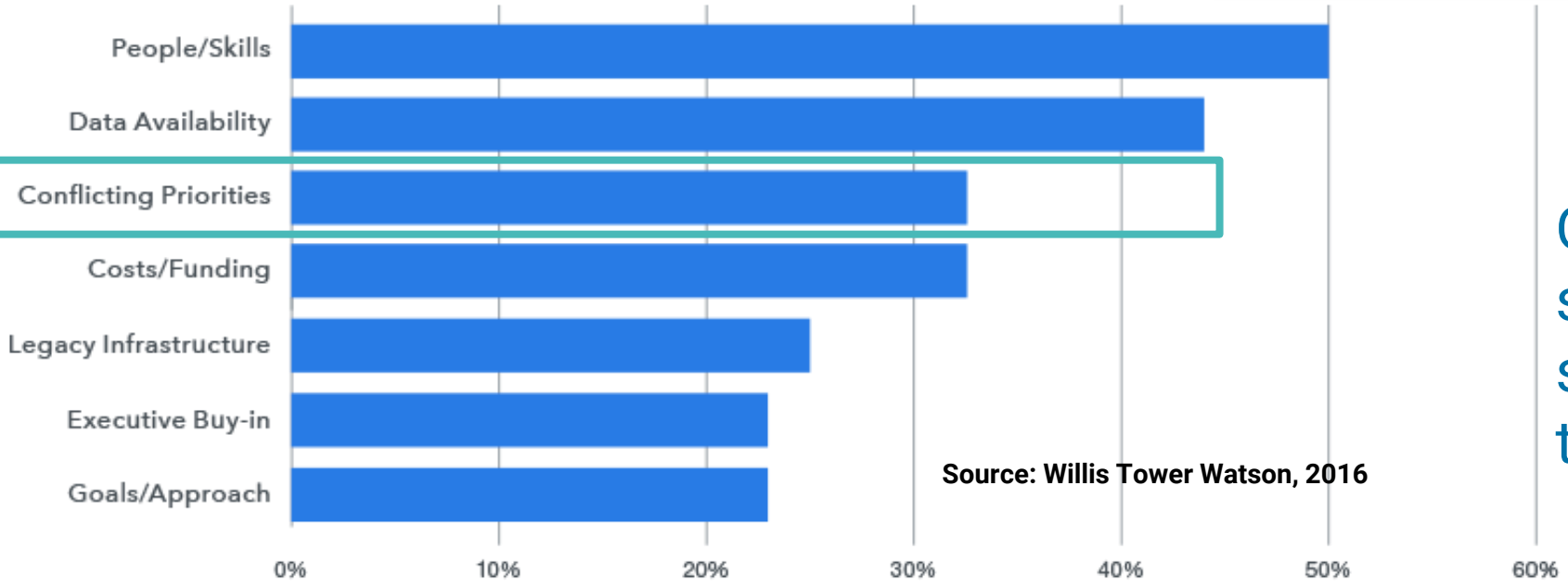


You may have multiple disconnected legacy systems with no collaboration?

Or maybe you're restricted by 20<sup>th</sup> century policy systems with inadequate claims management and dysfunctional MI?



“According to a survey by InsurTech ‘Unqork,’ of the insurers polled, **49%** cited insurance legacy system integration as the biggest hurdle in embracing new technologies.”



Source: Willis Tower Watson, 2016

Or, are Insurance companies still working with siloed data systems, with limited access to the entirety of their data?



# Why Isn't Premiums & Claims MI Data Easy ?

Bordereau Files **Not** The Answer, But So Often "The Solution"

No Integration, No Comparatives  
No Scalability, No Auditability

A	B	C	D	E	F	G	H	I	J	K	L	M	N	
1	Policy Number	Subagent_ID	Client Name	Client Ref	Effective Date	Inception	Type	Date	IPT%	Premium	HPT	IPT	Comm	Due
2	FCO100030	SOUTH	Oscars Removals Ltd,	NIGEL/1560929	14/07/2018	14/07/2018	REN	22/10/2018	12.0	£9,000.00	£10,080.00	£1,080.00	£2,070.00	£6,930.00
3	FCO100049	BOLINBRK	SAB Couriers Ltd,	SABCO/1566837	06/10/2018	10/08/2018	MTA	09/10/2018	12.0	£1,518.90	£1,701.17	£182.27	£349.35	£1,169.55
4	FCO100049	BOLINBRK	SAB Couriers Ltd,	SABCO/1566837	09/10/2018	10/08/2018	MTA	10/10/2018	12.0	£4,512.33	£5,053.81	£541.48	£1,037.83	£3,474.50
5	FCO100049	BOLINBRK	SAB Couriers Ltd,	SABCO/1566837	11/10/2018	10/08/2018	MTA	12/10/2018	12.0	£1,494.25	£1,673.56	£179.31	£343.68	£1,150.57
6	FCO100049	BOLINBRK	SAB Couriers Ltd,	SABCO/1566837	12/10/2018	10/08/2018	MTA	12/10/2018	12.0	£1,494.25	£1,673.56	£179.31	£343.68	£1,150.57
7	FCO100049	BOLINBRK	SAB Couriers Ltd,	SABCO/1566837	12/10/2018	10/08/2018	MTA	12/10/2018	12.0	£4,697.43	£5,261.12	£563.69	£1,080.41	£3,617.02
8	FCO100049	BOLINBRK	SAB Couriers Ltd,	SABCO/1566837	12/10/2018	10/08/2018	MTA	12/10/2018	12.0	£1,494.25	£1,673.56	£179.31	£343.68	£1,150.57
9	FCO100049	BOLINBRK	SAB Couriers Ltd,	SABCO/1566837	16/10/2018	10/08/2018	MTA	16/10/2018	12.0	£3,069.80	£3,438.18	£368.38	£706.05	£2,363.75
10	FCO100080	SOUTH	Twenty 4 7 Sameday Ltd,	TWENTY/1584079	11/10/2018	11/10/2018	REN	10/10/2018	12.0	£7,500.00	£8,400.00	£900.00	£1,725.00	£5,775.00
11	FCO100081	COUN2	RJH Deliveries (SW) Ltd,	RJHDE/1584636	09/10/2018	09/10/2018	REN	08/10/2018	12.0	£18,300.00	£20,496.00	£2,196.00	£4,209.00	£14,091.00
12	FCO100116	SOUTH	Mansion Movers (UK) Ltd & M Movers (UK) Ltd,	MANSI/1605144	03/10/2018	06/01/2018	MTA	03/10/2018	12.0	£845.89	£947.40	£101.51	£194.56	£651.33
13	FCO100116	SOUTH	Mansion Movers (UK) Ltd & M Movers (UK) Ltd,	MANSI/1605144	03/10/2018	06/01/2018	MTA	04/10/2018	12.0	£1,041.10	£1,166.03			
14	FCO100116	SOUTH	Mansion Movers (UK) Ltd & M Movers (UK) Ltd,	MANSI/1605144	05/10/2018	06/01/2018	MTA	05/10/2018	12.0	£845.89	£947.40			
15	FCO100116	SOUTH	Mansion Movers (UK) Ltd & M Movers (UK) Ltd,	MANSI/1605144	05/10/2018	06/01/2018	MTA	05/10/2018	12.0	£1,041.10	£1,166.03			
16	FCO100116	SOUTH	Mansion Movers (UK) Ltd & M Movers (UK) Ltd,	MANSI/1605144	09/10/2018	06/01/2018	MTA	09/10/2018	12.0	£75.00	£84.00			
17	FCO100116	SOUTH	Mansion Movers (UK) Ltd & M Movers (UK) Ltd,	MANSI/1605144	16/10/2018	06/01/2018	MTA	16/10/2018	12.0	£898.63	£1,006.47			
18	FCO100125	BOLINBRK	PTS Deliveries Ltd,	PTSDE/1599318	20/10/2018	31/01/2018	MTA	22/10/2018	12.0	£903.01	£1,011.37			
19	FCO100168	SOUTH	VM Commercial Ltd,	VMCOU/1630095	21/09/2018	30/04/2018	XLD	03/10/2018	12.0	£9,311.20	£10,428.54			
20	FCO100180	APLA1	Andrew Wareing Was PRLV Services,	ANDRE/1629924	13/10/2018	17/05/2018	MTA	15/10/2018	12.0	£1,538.63	£1,723.27			
21	FCO100189	SOUTH	Ultimate Delivery Couriers Ltd,	YACIN/1630496	11/10/2018	24/06/2018	MTA	11/10/2018	12.0	£2,104.11	£2,356.60			
22	FCO100189	SOUTH	Ultimate Delivery Couriers Ltd,	YACIN/1630496	19/10/2018	24/06/2018	MTA	19/10/2018	12.0	£2,038.36	£2,282.96			
23	FCO100201	QUOTE	Humtum & Sky Ltd,	HUMTU/1556747	01/10/2018	09/07/2018	MTA	01/10/2018	12.0	£1,693.70	£1,896.94			
24	FCO100201	QUOTE	Humtum & Sky Ltd,	HUMTU/1556747	09/10/2018	09/07/2018	MTA	09/10/2018	12.0	£1,645.48	£1,842.94			
25	FCO100208	SOUTH	BIP Couriers Ltd,	MRBRA/1630824	04/10/2018	29/07/2018	MTA	04/10/2018	12.0	£2,653.42	£2,971.83			
26	FCO100214	GOCO	Anila Enterprise Limited,	ANILA/1630882	02/10/2018	08/08/2018	MTA	02/10/2018	12.0	£2,335.62	£2,615.89			
27	FCO100217	GOCO NET	CDS Group Limited,	CDSGR/1630855	28/09/2018	22/08/2018	MTA	01/10/2018	12.0	£2,965.48	£3,321.34			
28	FCO100226	BOLINBRK	Asprite Ltd,	ASPRI/1591555	01/10/2018	09/09/2018	MTA	02/10/2018	12.0	£2,067.40	£2,315.49			
29	FCO100226	BOLINBRK	Asprite Ltd,	ASPRI/1591555	02/10/2018	09/09/2018	MTA	03/10/2018	12.0	£4,122.74	£4,617.47			
30	FCO100226	BOLINBRK	Asprite Ltd,	ASPRI/1591555	02/10/2018	09/09/2018	MTA	03/10/2018	12.0	£2,061.37	£2,308.73			
31	FCO100226	BOLINBRK	Asprite Ltd,	ASPRI/1591555	05/10/2018	09/09/2018	MTA	09/10/2018	12.0	£2,043.29	£2,288.48			
32	FCO100231	SOUTH	Scanlan Light Haulage Ltd	SCANL/1631273	19/10/2018	23/09/2018	MTA	18/10/2018	12.0	£1,451.66	£1,625.86			

O1	C	D	E	F	G	H	I	L	N	Formula Bar
1	Policy No	Claim No	Date of Accident	Date Reported	Claim Status	Claim Description	Source Code	AP = Own damage Paid	AD = TP damage Paid	AB = Bodily Injury Paid
2	FPH00002	1	28/04/2015	28/04/2015	CL	CLIENT PULLED OUT OF SIDE ROAD INTO TP VEHICLE	Insured Emerged from Minor	2,359.64	5,151.41	3,589.83
3	FPH00001	3	21/05/2015	28/05/2015	CL	POLICY/HOLDER COLLIDED WITH TP'S PARKED AND UNATTENDED VEHICLE	Insured Reversing Hit TP	-	7,714.47	-
4	FPH00003	6	27/05/2015	01/06/2015	CL	POLICY/HOLDER STOPPED TO ALLOW OTHER VEHICLES TO PASS, TP VEHICLE RAN INTO REAR OF PH'S VEHICLE	Hit in Rear by Third Party	3,123.94	-	-
5	FPU00002	9	31/05/2015	19/06/2015	CL	TP COLLIDED WITH STATIONARY PH VEHICLE	Hit Whist Parked - Hit Third Party In Rear	-	1,552.96	13,193.00
6	FPH00022	12	03/07/2015	06/07/2015	CL	TP WAS A PASSENGER IN VEHICLE (N08VWJ) WHEN THE DRIVER COLLIDED WITH THE REAR OF ANOTHER VEHICLE (NO REG OBTAINED) IN FRONT	Insured Reversing Hit TP	-	3,722.96	8,554.00
7	FPH00014	14	04/07/2015	06/07/2015	CL	DEER RAN OUT IN FRONT OF POLICY/HOLDER	Involving Animal	3,500.49	-	-
8	FPU00002	16	06/07/2015	07/07/2015	CL	PH BEGAN TO MOVE INTO RIGHT LANE FROM MIDDLE AND COLLIDED WITH TP VEHICLE, CLAIMS TP WAS SPEEDING CAUSING THE COLLISION	Insured Changed Lanes	-	1,600.80	-
9	FGE100001	17	08/07/2015	10/07/2015	CL	POLICY/HOLDER COLLIDED WITH REAR OF TP VEHICLE	Alleged Incident	3,058.31	4,243.30	-
10	FPU00019	18	08/07/2015	10/07/2015	CL	VEHICLE ON FRONT OF PH STOPPED WHICH WAS CAUSING PH TO BLOCK TO THE ROAD, REVERSED TO GIVE WAY AND COLLIDED WITH TP BEHIND	Insured Reversing Hit TP	-	1,225.22	-
11	FGE100006	20	10/07/2015	14/07/2015	CL	ROAD SURFACE SLIPPERY, TP PULLED OUT AS PH TURNING INTO A SIDE ROAD, AS HE TURNED DRIVER SLID INTO A CONCRETE BOLLARD	Hit Post/Barrier/Gate/Pole	413.12	-	-
12	FCO00031	23	16/07/2015	20/07/2015	OP	POLICY/HOLDER COLLIDED WITH REAR OF STATIONARY TP VEHICLE	Insured Hit Parked TP	-	6,992.50	150.00
13	FCO00012	24	14/07/2015	22/07/2015	CL	POLICY/HOLDER PULLED OUT FROM A SIDE ROAD CAUSING COLLISION WITH TP1 AND PUSHING TP1 INTO TP2	Insured Emerged from Minor Road	-	24,513.70	-
14	FPH00050	25	09/07/2015	22/07/2015	CL	TP REVERSED INTO PHV	T.P. Reversing hit Insured Collision on a Roundabout	-	526.86	7,365.90
15	FPU00002	28	22/07/2015	24/07/2015	CL	TP MOTORCYCLE ENTERED RIABOUT COLLIDING WITH N/SIF OF PH'S VEHICLE	Hit in Rear by Third Party	-	114.00	-
16	FPH00003	30	30/07/2015	31/07/2015	CL	PH LEAVING PETROL STATION AND STOPPED AT M/WAY TO LET TRAFFIC PASS, TP VEHICLE BUMPED INTO REAR OF PH VEHICLE	Hit in Rear by Third Party	5,831.92	-	-
17	FPH00053	31	31/07/2015	03/08/2015	CL	PH WAS LOOKING IN MIRROR TO SEE WHERE AMBULANCE WAS COMING FROM AND FAILED TO NOTICE TP IN FRONT HAD STOPPED AND RAN INTO REAR	Hit Third Party In Rear	5,375.96	740.00	-
18	FPH00020	37	04/08/2015	05/08/2015	CL	INSURED PULLED OUT OF A SIDE ROAD AND SCRAPED TP WING MIRROR	Insured Emerged from Minor Hit	-	-	13,765.00
19	FGE100006	38	05/08/2015	06/08/2015	CL	PH DRIVING IN CAR PARK AND HIT A KERB CAUSING DAMAGE TO HIS VEHICLE - NO TP INVOLVEMENT	Kerb/Land/Verge/Hedge	235.99	-	-
20	FPH00063	39	06/08/2015	06/08/2015	CL	PH PULLED AWAY FROM LIGHTS ON GREEN, TP APPROACHED FROM A SIDE JUNCTION AND COLLIDED WITH PH'S VEHICLE	T.P. Emerged from Minor Road	12,328.80	1,278.99	-
21	FGE100013	44	06/08/2015	10/08/2015	CL	PH COLLIDED WITH REAR OF TP VEHICLE	Hit Third Party In Rear	3,246.94	4,902.44	10,919.86
22	FGE100006	45	09/08/2015	11/08/2015	CL	PH REVERSED INTO BACK OF TP'S (PH SON'S) VEHICLE OF THEIR DRIVEWAY AND GONE INTO THEIR WALL	Insured Reversing Hit TP	186.23	2,458.94	-
23	FPH00074	47	08/08/2015	12/08/2015	CL	PH WAITING TO TURN RIGHT, A VEHICLE LET PH OUT WHEN MOTORBIKE CAME UP AND COLLIDED WITH PH'S VEHICLE	Insured Emerged from Minor Road	1,365.43	-	172.00
24	FPH00046	48	14/08/2015	17/08/2015	CL	PH STATIONARY LOOKING FOR A HOUSE NUMBER AND UPON PULLING BACK OUTFROM PARKED, HE CAUGHT PASSING TP VEHICLE	Insured Emerged from Parked	575.70	-	-
25	FPH00014	49	08/08/2015	22/06/2015	CL	GLASS DAMAGE ONLY	Windscreen - Glass	603.00	-	-
26	FPH00003	50	04/06/2015	22/06/2015	CL	GLASS DAMAGE ONLY	Windscreen - Glass	387.60	-	-
27	FPH00054	53	13/08/2015	20/08/2015	CL	PH ABOUT TO ENTER ROUNDABOUT WHEN HE HEARD A NOISE AND NOTICED THAT A CYCLIST HAD COLLIDED WITH THIS VEHICLE	Involving Cyclist (Adult)	-	-	4,316.00
28	FPH00011	54	02/07/2015	13/07/2015	CL	GLASS DAMAGE ONLY	Windscreen - Glass	588.37	-	-
29	FCO00032	55	17/07/2015	20/07/2015	CL	POLICY/HOLDER HIT TP'S FENCE	Hit Wall/Fence	-	1,118.10	-
30	FCO00001	56	16/07/2015	27/07/2015	CL	GLASS DAMAGE ONLY	Windscreen - Glass	165.60	-	-
31	FPH00052	59	16/08/2015	24/08/2015	CL	INSURED DRIVER HAS HIT 2 STATIONARY VEHICLES AND THEN FLED SCENE FOLLOWING POLICE CHASE	Insured Lost Control	-	4,682.46	17,338.00

# Die - Head In The Sand Syndrome ....

What about the quality of your data – is it clean and of a high enough quality to sufficiently generate trusted insights?



“A 2017 EMEA Insurance data analytics study by Deloitte, discovered that only **40%** of respondents found their data quality to be sufficient for trusted insights to be generated”

# Why Automate MI?

## Underwriting Performance Accuracy

- Up To 24% Erroneous Information
- Full Triangulation Analysis
- Reducing Your Loss Ratios -> Increased Profitability

## MI Just Happens

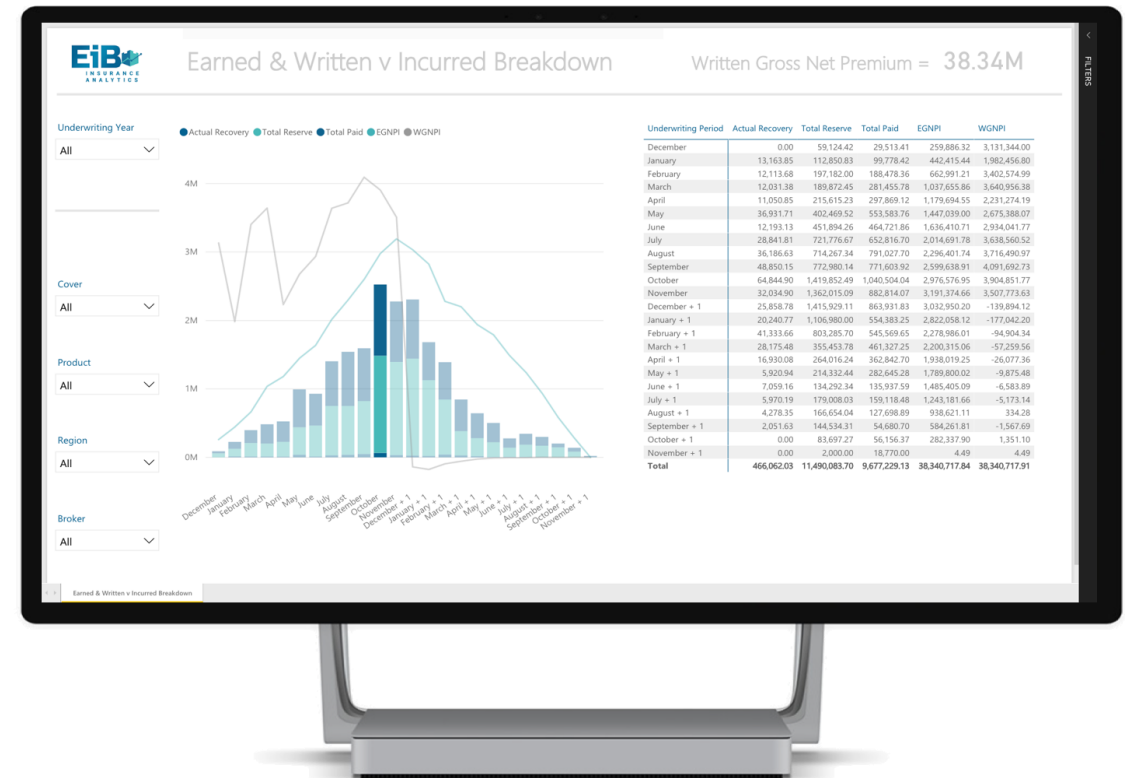
- Not Resource Dependent
- Removes Business Risk

## Provides Competitive Insights

- Full Loss Ratio Analysis
- Full Broker Performance
- Where To Write & Not Write Business

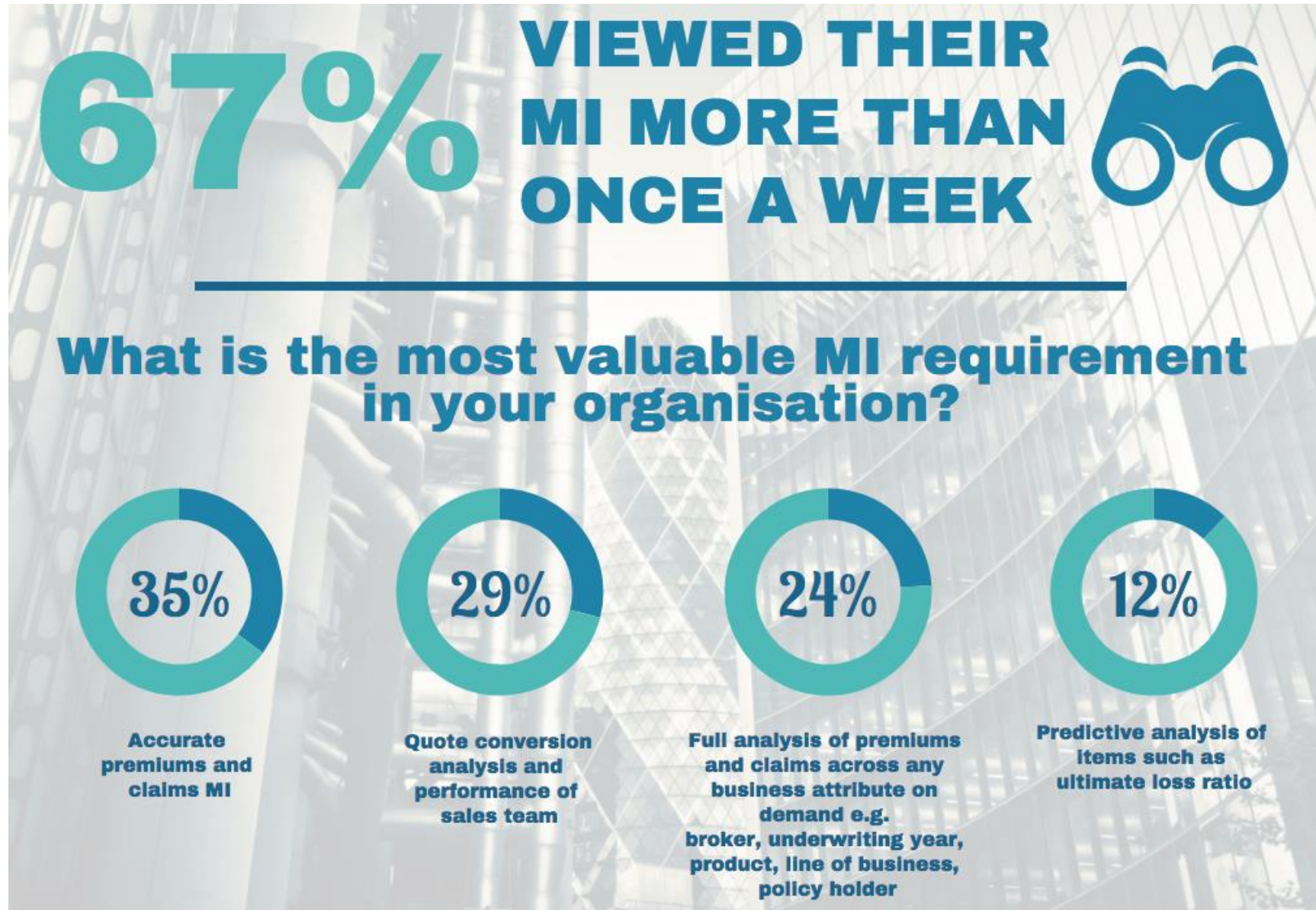
## Compliance

- Protection Of Data
- Automation
- Security & Backup



## Understanding the Landscape of MI in the Insurance Industry: An Infographic 1/3

At BIBA 2018, EiB conducted a survey of over 100 incumbents from brokers, underwriters, MGAs, InsurTech, insurers and reinsurers, and delved a little deeper into the MI behaviour of the sector to find out how the industry is adapting to such a significant digital transformation, as we enter an increasingly data-dominated environment.



# Understanding the Landscape of MI in the Insurance Industry: An Infographic 2/3

# 90%

## RANKED THE ACCURACY OF THEIR DATA AS THE MOST IMPORTANT ASPECT OF THEIR MI



### What is the most useful benefit from introducing effective MI into your organisation?



Feeling confident  
in your numbers



Eliminating key  
personnel dependen-  
cies and freeing key  
resources like  
underwriters to  
write more business



Targeting profit  
and loss making  
segments of your  
business



Getting a precise  
handle on claims and  
reserves



Use accurate  
performance by  
product and broker  
to negotiate better  
rates

# Understanding the Landscape of MI in the Insurance Industry: An Infographic 3/3

**43%** **BELIEVED THEY HAVE BAD DATA IN THEIR MI** 

**Do you see a need for predictive analytics in the following areas?**



**Ultimate Loss Ratio analysis**



**Being automatically notified about performers and non performers - e.g. list of brokers whose business has deteriorated over the last 12 months**



**Pricing engine predictive rates**



**Loss reserving calculations**



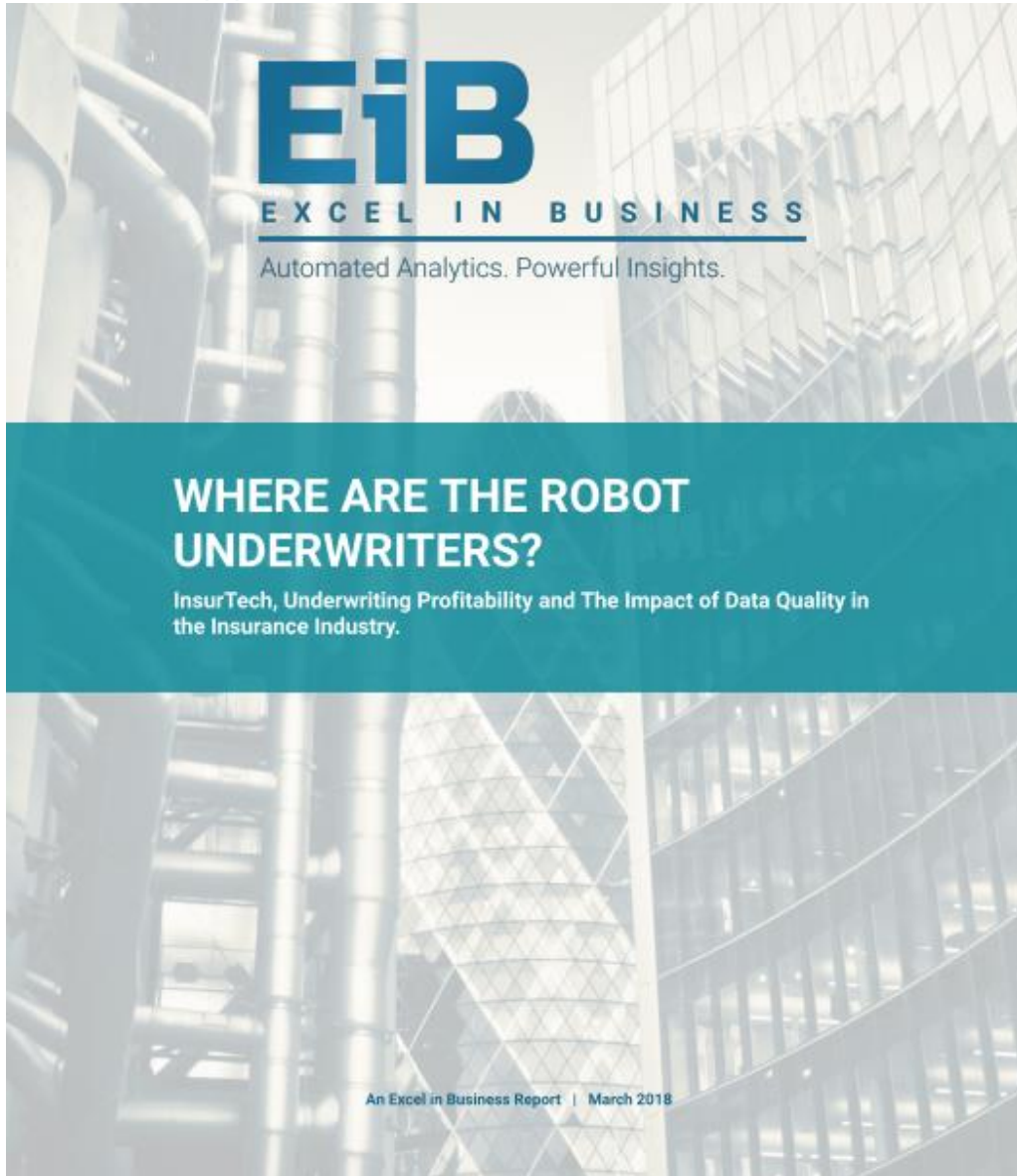
**Using external information like credit risk to further analyse your customer exposure**



**Claims handling costs and headcount**



## Where are the robot underwriters? New EiB report shines spotlight on the true potential of automation



In March 2018, EiB commissioned a report exploring the impact of data quality in the insurance industry, the role of automation in addressing this issue, and the future of underwriting. Indeed, much of the recent rhetoric surrounding this topic, has shown that a significant proportion of underwriters admit to delivering inaccurate MI on the back of bad data quality.

A [2017 EMEA Insurance data analytics study by Deloitte](#), discovered that only 40% of respondents found their data quality to be sufficient for trusted insights to be generated, and for an equal proportion, their data was undefined and of very poor quality.

This report seeks to explore the role of the underwriter as the insurance industry undergoes a major digital transformation amidst the InsurTech revolution, and discusses the future long-term impacts and strategies that can be brought by embracing automation.

Several experts from across the InsurTech and insurance analytics space contributed their opinions to the report, include **Robin Patterson**, Performance Analytics Manager at Charles Taylor, **Nick Pester**, Head of Insurance & InsurTech at Capital Law LLP, and **Stephen Goldstein**, Founder of Daily Fintech.

[Read the full report here.](#)

## Where Are The Robot Underwriters? What The Experts Had To Say

**Robin Patterson 'The Insurance MI Guru'**  
*Performance Analytics Manager, Charles Taylor*

"Not having a single version of the truth has probably been a major contributor to a lack of confidence in MI; results that inexplicably move over time or do not agree with other benchmarks. Always being able to reconcile the data has got to be the first barrier to address."

**Garry Watson 'The MGA'**  
*WMIL, Managing Director*

"The biggest impact we've benefited from through working with EiB Analytics, is being able to make underwriting decisions with degrees of certainty. Bad MI means making decisions based on bad information. We discovered some amazing insights once we began producing good data.

In fact, by using better data in our MI, we could show our reinsurers where we had reduced exposure by 33% over the last 12 months."

**Nick Pester 'The Insurance Lawyer'**  
*Head of Insurance & InsurTech, Capital Law*

"With your high-value underwriting resources no longer manually combing spreadsheets to decide pricing, they can instead turn attention to helping grow the business and inform deep strategy instead, bringing invaluable insight that would otherwise have been tied up in manual processes."

**Stephen Goldstein 'The InsurTech Expert'**  
*Author, Daily Fintech & Managing Director, Pivot Ventures U.S.*

"The process of underwriting should be more automated with technology being improved for this part of the insurance value chain. The automation can only happen when the rules are set properly from the start. This means that the talent of underwriters will no longer be used on just making risk-based decisions on a policyholder's application, but can now be used to assess how the new sources of data, continuous data streams and risk prevention/mitigation techniques will help to better derive an underwriting decision."

## Core Business

Walsingham Motor Insurance Limited (WMIL) is a Managed General Agent (MGA) operating within the commercial motor fleet sector.

## Reporting Background

Before EiB Insurance Analytics, both Premiums and Claims data feeds were manually downloaded into Excel by one of WMIL's Underwriters to produce Management Information. This process was not only time consuming taking up to 5-6 days each and every month, it was also very difficult to provide information in various views which were required by the carrier to monitor WMIL's business performance.

Garry Watson, Managing Director, WMIL explains – "Management Information is key to everything we do, yet before EiB Insurance Analytics we couldn't trust our results despite the immense manual effort and commitment from our team.

**The use of EiB Insurance Analytics has saved us money, because with fully automated results, we now know what we're writing, which helps us identify the potential for profitable business.** This of course benefits both our Management Team and our carrier, who we now provide a better service to."





## Case Study:



Walsingham Motor  
Insurance Limited

### EiB Insurance Analytics Solution & Approach:

“With EiB Insurance Analytics, our users and carrier get the same information instantly and interactively. Multiple underwriting years can easily be compared as trends for any Product / Broker combination – now!

**However, the biggest benefit is how bad data is rejected, highlighted and cleansed by the EiB solution. This ensures our MI is accurate and any bad data is fully audited, giving our operators the means to correct it at source.”**

EiB Insurance Analytics can take any Premiums / Claims data from multiple back office software vendors and transform this information into a fully “black boxed” MI application which matches your precise requirements. Using our EiB AppStudio visual application tool combined with our EiB Launch consulting methodology, both timescales and costs are dramatically reduced from traditional Business Intelligence or Dashboarding tools.”

### Garry Watson adds...

**“The differentiator between EiB and other software providers in the market, is that they do fully understand that there’s a business being run at the same time as trying to deliver software solutions. I would firmly recommend EiB to anyone looking for a good Management Information Partner. They are a partnership, they will come to you, they will work with you and they will deliver the MI solution you need”**



# Case Study: **Antilo**

## Core Business

Antilo UK Ltd was founded in 2014 and specialises in niche motor insurance, predominantly within the Taxi environment.

## Reporting Background

“When Antilo first started delivering MI prior to EiB Insurance Analytics, both Premiums and Claims data feeds were manually downloaded into Excel Pivot Tables before being distributed to their management team and their carrier. This process happened on a monthly basis and was not only time consuming, it was also dependent on key staff to deliver. **Now that process is fully automated using EiB Insurance Analytics, everyone gets reliable information at a touch of a button**” says **Vivienne Gilroy, Principle Underwriter at Antilo.**

“In addition, **the scalability of EiB Insurance Analytics allows us to take a more granular approach to reporting and we can now deliver full daily based performance reports and analyses. This instils confidence in our results both internally and with our external carrier.** We can drill down from year to quarter to month to days in seconds for any given underwriting year, or view trends across multiple years of account.”



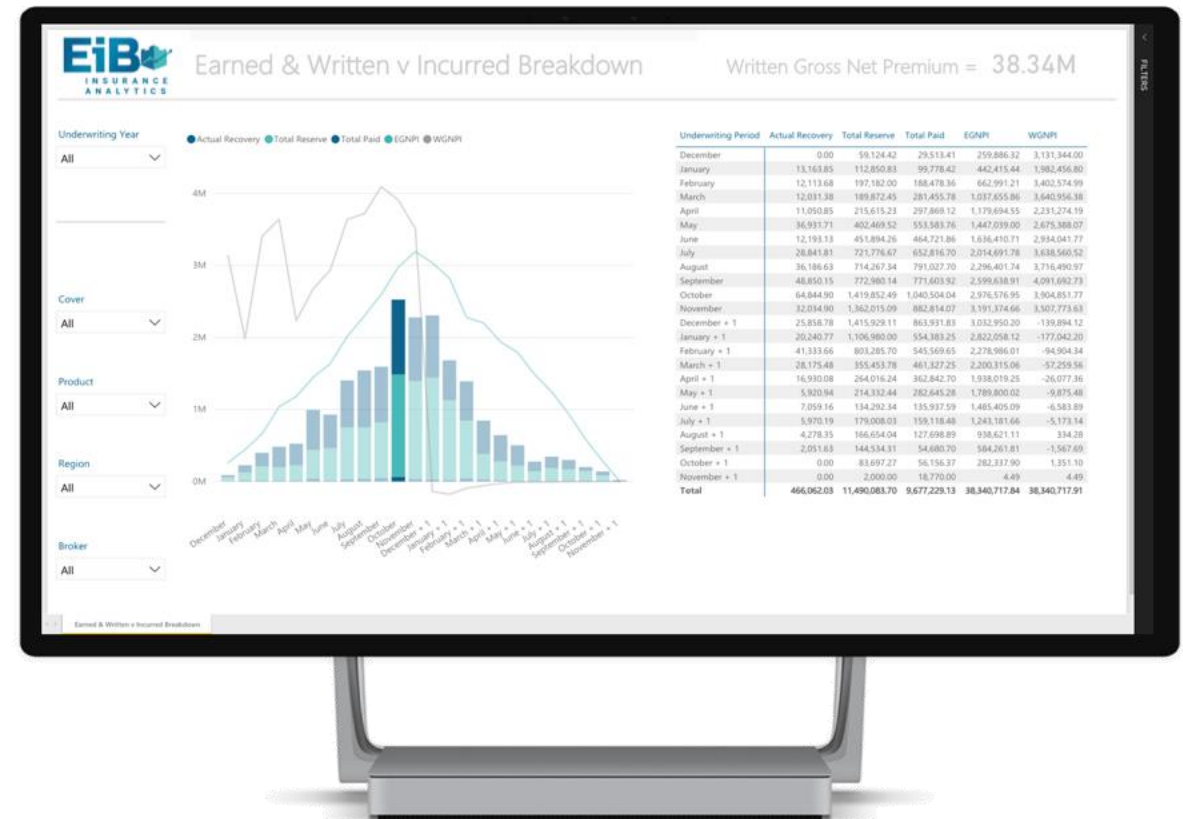
# Case Study: Antilo

## EiB Insurance Analytics Solution & Approach:

Craig Richardson, Line Underwriter and MI analyst adds **“With EiB Insurance Analytics, Antilo can produce reports and analyses over any criteria we or our carrier chooses such as Age Bands, Region, Post Code, Broker, NCB, Vehicle Make etc. Any erroneous or bad data is picked up and highlighted by EiB Insurance Analytics automatically.** This provides sanity checks on our information and allows Antilo to verify the integrity of our MI at all times before it is distributed.”

## Craig Richardson Concludes:

“EiB have got a great product with Insurance Analytics. They can definitely deliver something invaluable for the future of the industry. **It’s going to help insurance companies review their figures, and gain competitive advantage by maximizing their position at the forefront of technology**”



# EiB Insurance Analytics - ROI



## TIME

- Guaranteed time savings of 5-6 days a month per MGA
- No more resource dependencies



## PROFIT

- How much is 5-6 points on the incurred loss ratio actually worth?



## ACCURACY

- Not an option – life or death!



## FLEXIBILITY

- Automated triangulations
- Regulatory reporting

# BIG Combined GB-EiB Wins From Working Together



## ● Claims Data Development @WMIL

### ● Data Move To Transactional Not “As At”

- Can see development of Claims
- 3<sup>rd</sup> Set of Loss Ratios Now Possible
  - Incident Date
  - Notification Date
  - Transaction Date

### ● Transaction date is most accurate AND

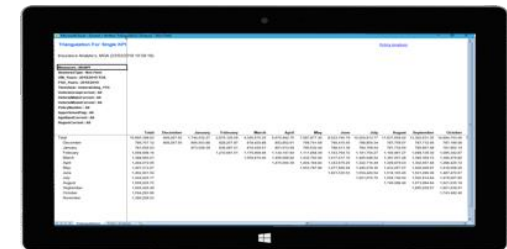
- Shows Capacity BEST Loss Ratios !



## ● GB Chelmsford – Ashley CoDev

### ● Incremental data update

- Turns non scalable to fully scalable

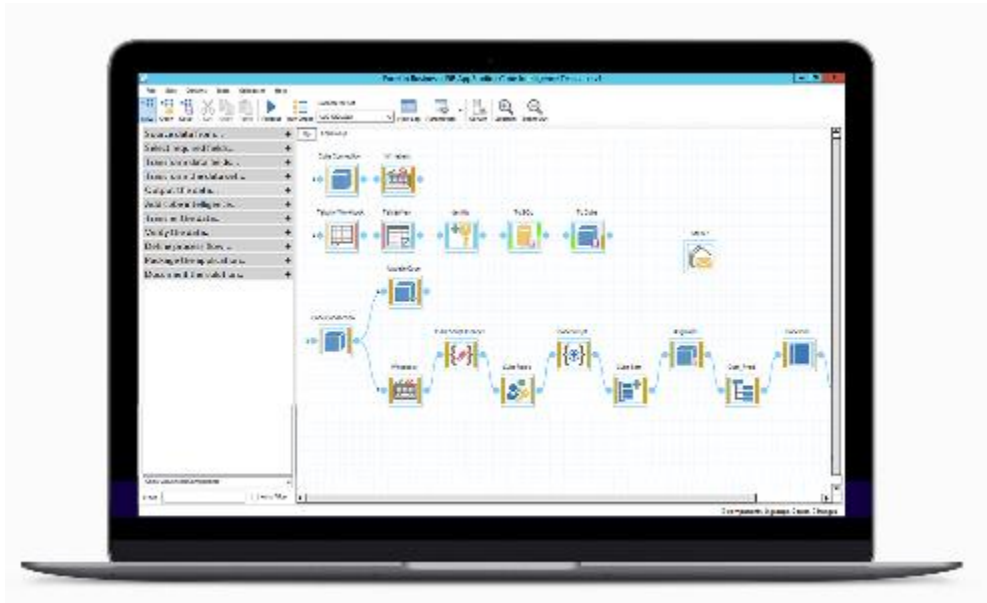






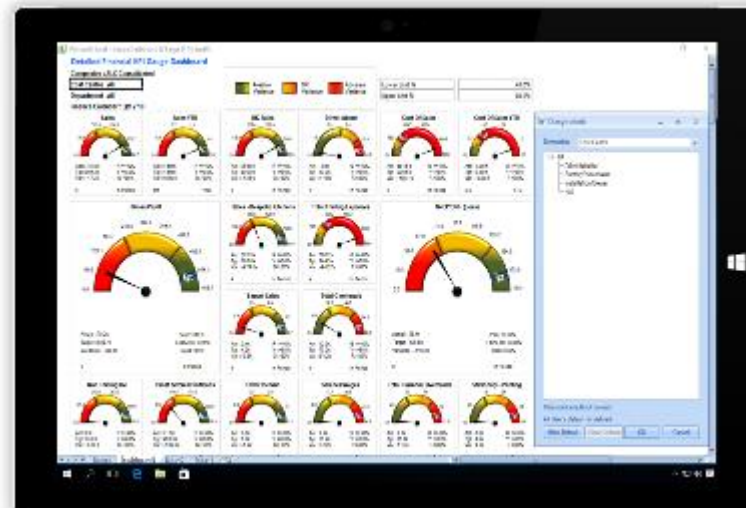
# EiB Insurance Analytics

# EiB Analytics Components



## EiB AppStudio

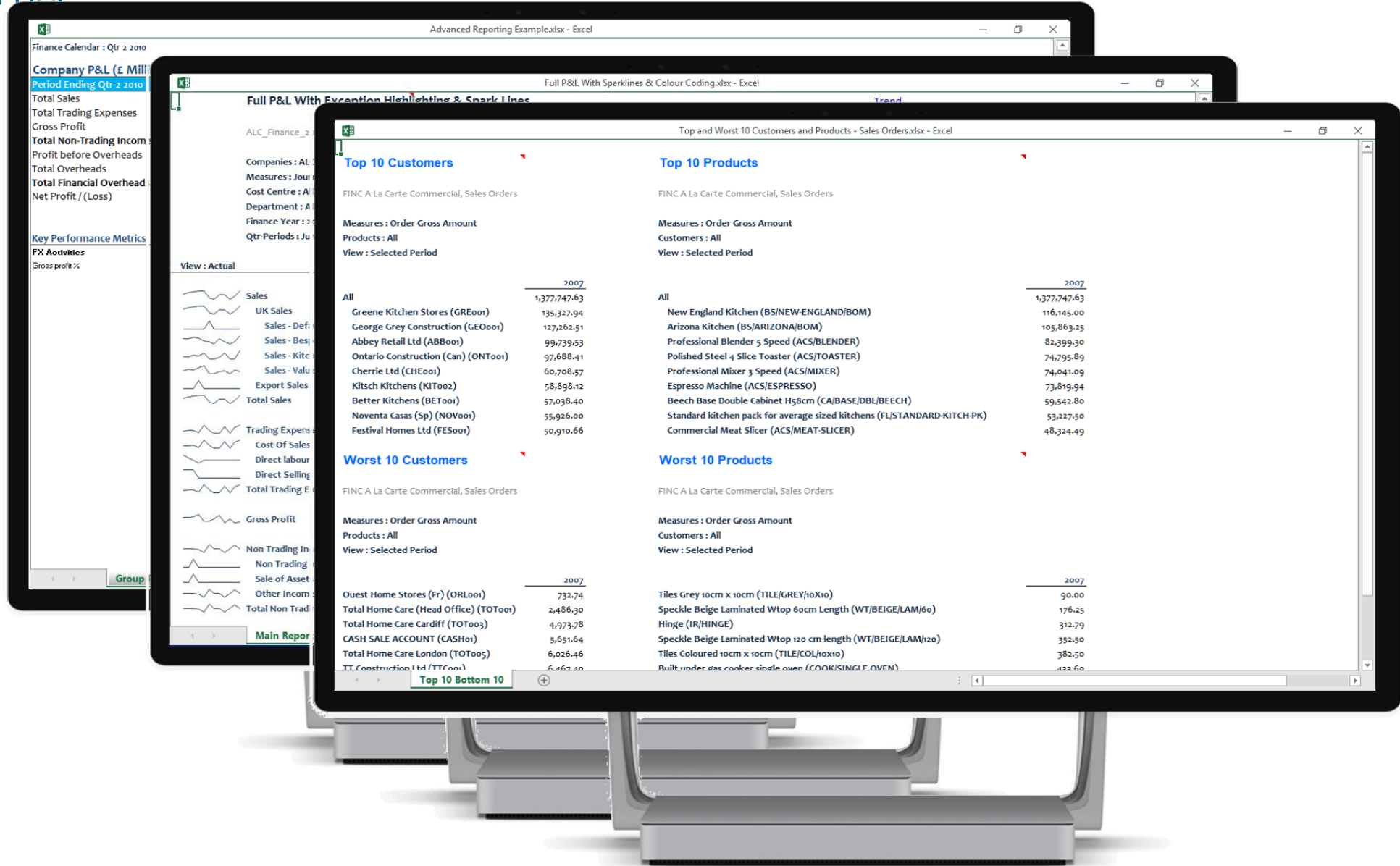
- Visual MI Apps for MS BI
- Any source
- Any output
- Automation
- Documentation
- Grouping
- Cleansing



## EiB ReportStudio

- Excel Reporting Addin
- SQL / Cube / Tabular
- Formatted Reports
- Unstructured Reports
- Dashboards
- Distribution

# Any Data .....



### Top 10 Customers

FINC A La Carte Commercial, Sales Orders

Measures : Order Gross Amount  
Products : All  
View : Selected Period

	2007
All	1,377,747.63
Greene Kitchen Stores (GRE001)	135,327.94
George Grey Construction (GEO001)	127,262.51
Abbey Retail Ltd (ABB001)	99,739.53
Ontario Construction (Can) (ONT001)	97,688.41
Cherrie Ltd (CHE001)	60,708.57
Kitsch Kitchens (KIT002)	58,898.12
Better Kitchens (BET001)	57,038.40
Noventa Casas (Sp) (NOV001)	55,926.00
Festival Homes Ltd (FES001)	50,910.66

### Top 10 Products

FINC A La Carte Commercial, Sales Orders

Measures : Order Gross Amount  
Customers : All  
View : Selected Period

	2007
All	1,377,747.63
New England Kitchen (BS/NEW-ENGLAND/BOM)	116,145.00
Arizona Kitchen (BS/ARIZONA/BOM)	105,863.25
Professional Blender 5 Speed (ACS/BLENDER)	82,399.30
Polished Steel 4 Slice Toaster (ACS/TOASTER)	74,795.89
Professional Mixer 3 Speed (ACS/MIXER)	74,041.09
Espresso Machine (ACS/ESPRESSO)	73,819.94
Beech Base Double Cabinet H58cm (CA/BASE/DBL/BEECH)	59,542.80
Standard kitchen pack for average sized kitchens (FL/STANDARD-KITCH-PK)	53,227.50
Commercial Meat Slicer (ACS/MEAT-SLICER)	48,324.49

### Worst 10 Customers

FINC A La Carte Commercial, Sales Orders

Measures : Order Gross Amount  
Products : All  
View : Selected Period

	2007
Quest Home Stores (Fr) (ORL001)	732.74
Total Home Care (Head Office) (TOT001)	2,486.30
Total Home Care Cardiff (TOT003)	4,973.78
CASH SALE ACCOUNT (CASH01)	5,651.64
Total Home Care London (TOT005)	6,026.46
TT Construction Ltd (TTCon)	6,467.40

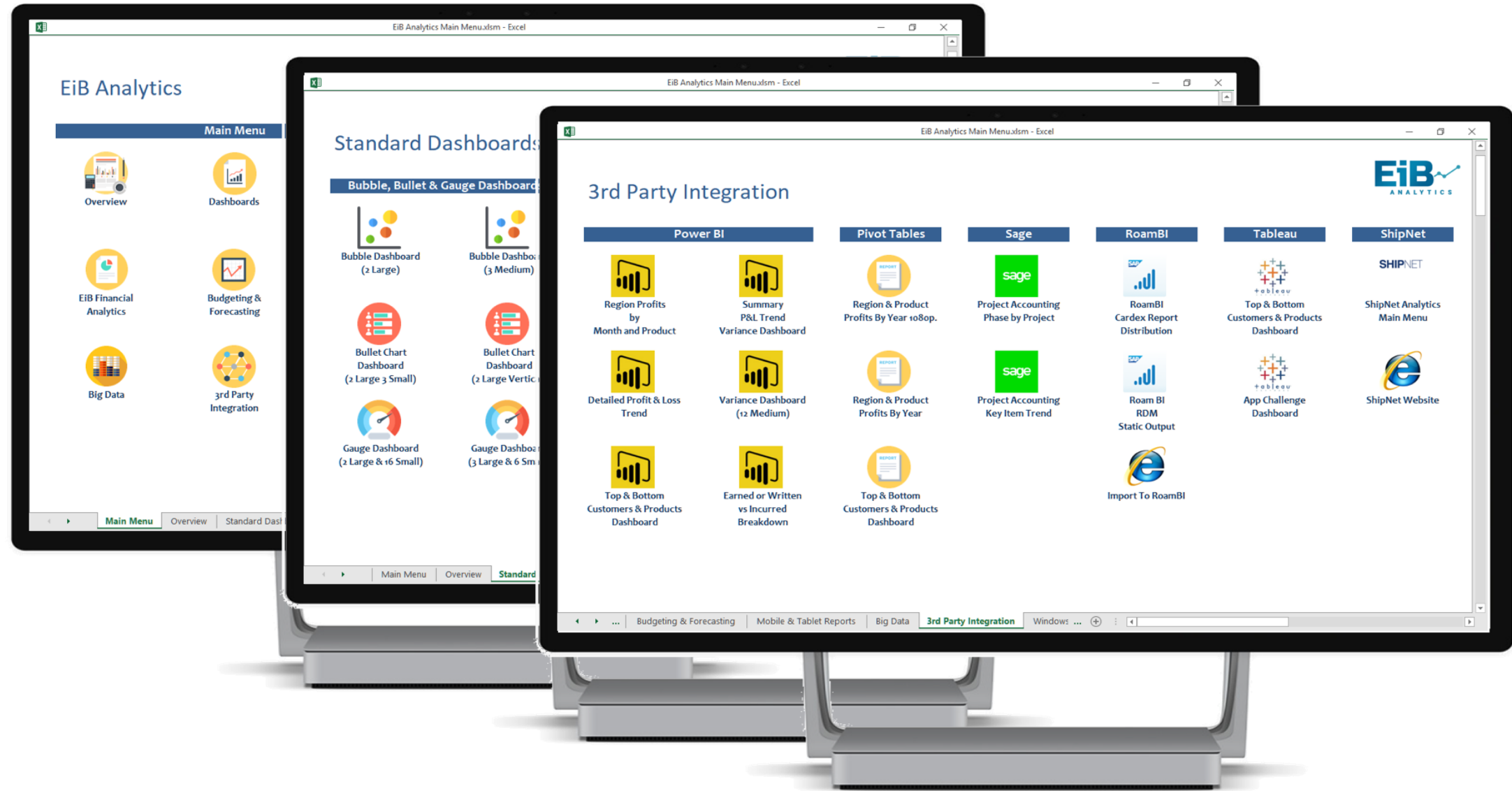
### Worst 10 Products

FINC A La Carte Commercial, Sales Orders

Measures : Order Gross Amount  
Customers : All  
View : Selected Period

	2007
Tiles Grey 10cm x 10cm (TILE/GREY10X10)	90.00
Speckle Beige Laminated Wtop 60cm Length (WT/BEIGE/LAM/60)	176.25
Hinge (IR/HINGE)	312.79
Speckle Beige Laminated Wtop 120 cm length (WT/BEIGE/LAM/120)	352.50
Tiles Coloured 10cm x 10cm (TILE/COL10X10)	382.50
Built under gas cooker single oven (COOK/SINGLE_OVEN)	422.60

# Packaged As Reporting Apps



# Delivered From Your Tool Of Choice



**Raphaels Bank**  
Bankers since 1787

Management Accounts - Profit & Loss

SageX3

	Current Month			Prev Month	Prev Year	Year To Date			YTD Prev Yr
	Budget	Actual	vs Budget % +/-	Actual	Actual	Budget	Actual	vs Budget % +/-	Actual
<b>Interest Income</b>									
Total Interest Income	745,690.43	762,820.30	2.3%		654,876.97	745,690.43	762,820.30	2.3%	654,876.97
<b>Interest Expense</b>									
Total Interest Expense	160,570.89	160,462.21							
<b>Net Interest Income</b>	585,119.54	602,358.09							
<b>Fees, Commissions &amp; Charges Income</b>									
Total Fees, Commissions & Charges Income	992,520.69	1,077,196.05							
<b>Fees, Commissions &amp; Charges Expense</b>									
Total Fees, Commissions & Charges Expense	993,533.36	898,317.22							
<b>Net Fee Income</b>	(1,012.67)	178,878.83	17.7%						
<b>Foreign Exchange Income</b>									
Net Foreign Exchange Income	893,599.30	771,787.77							
<b>Gross Profit</b>	1,477,706.17	1,553,024.69							
<b>Overheads</b>									
Total Overheads	1,378,265.97	1,243,678.25							
<b>Profit before Provision</b>	99,440.20	309,346.44							
<b>Provisions and Write offs</b>									

Microsoft Excel - Age NCB Cover Gender Analysis Dashboard - Group

Monthly Dashboard - Age NCB Cover Gender Analysis - Group

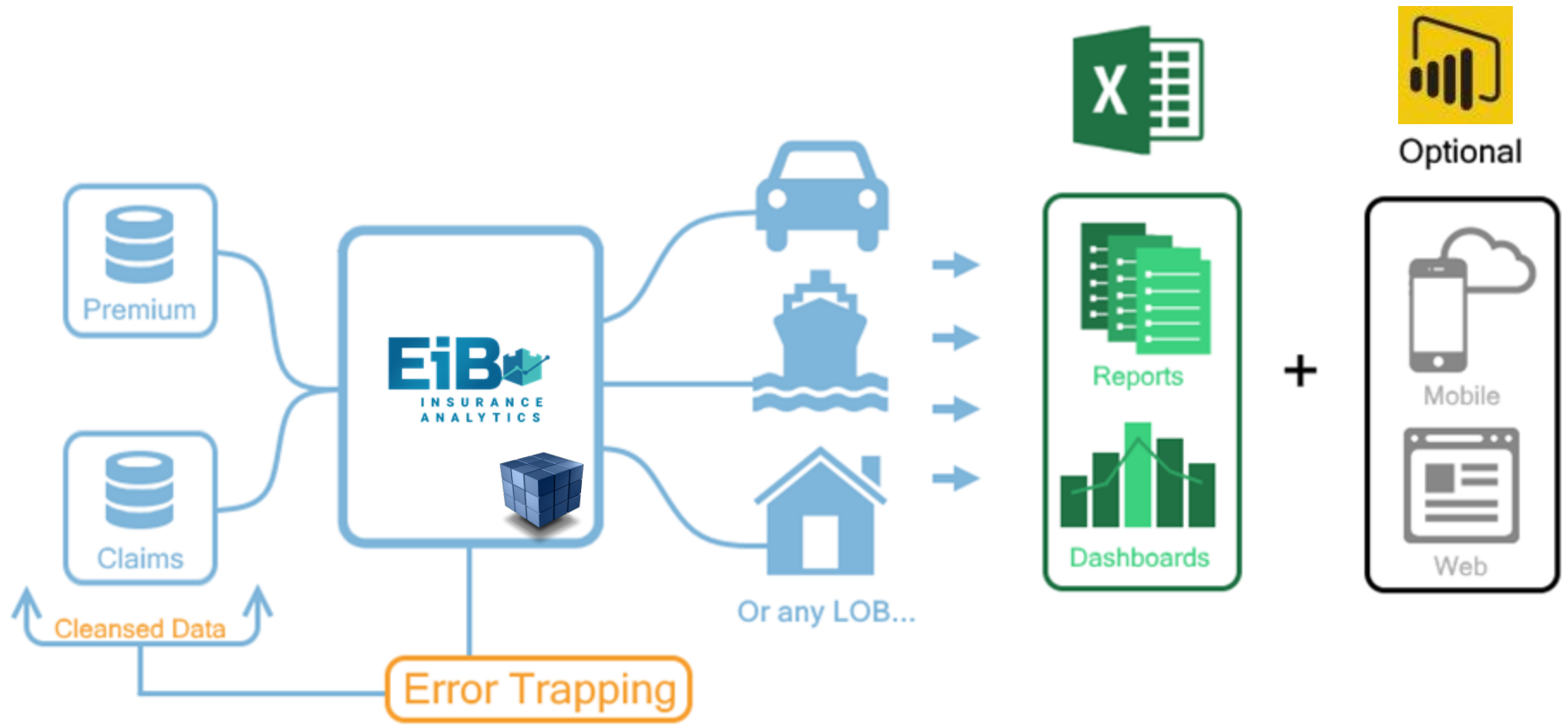
TimeView: Underwriting\_YTD  
YTD\_Years: 2014-2015 YTD6  
Measures: GrossPremiums(CPI)

Age Band: 0-24, 25-34, 35-44, 45-54, 55-64, 65-74, 75-84, 85-94, 95-104

NCB Band: 0.0, 0.1, 0.2, 0.3, 0.4, 0.5, 0.6, 0.7, 0.8, 0.9, 1.0

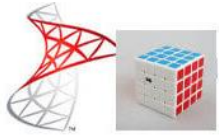
Written Gross Net Premium = 1.30M

# How It Works In Insurance

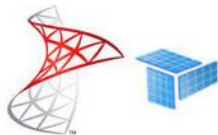


# Open Visual MI Applications Platform

Information On Demand



Multidimensional



Tabular



Power BI



Deployed Anyway



Pivot Tables



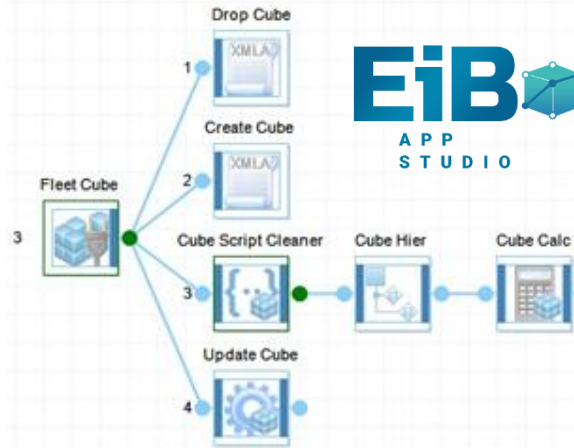
Tableau

Cleansed Information Data Warehouse With Reusable Business Logic

Calculations – Time, KPI

Error Handling & Data Quality

Data Acquisition



User Groupings, Data Augmentation

GDPR Data Encryption

Extract, Load, Transform

DOCUMENTATION

AUTOMATION

HOSTED OPTION



Back Office Apps



Web Feed Live Data

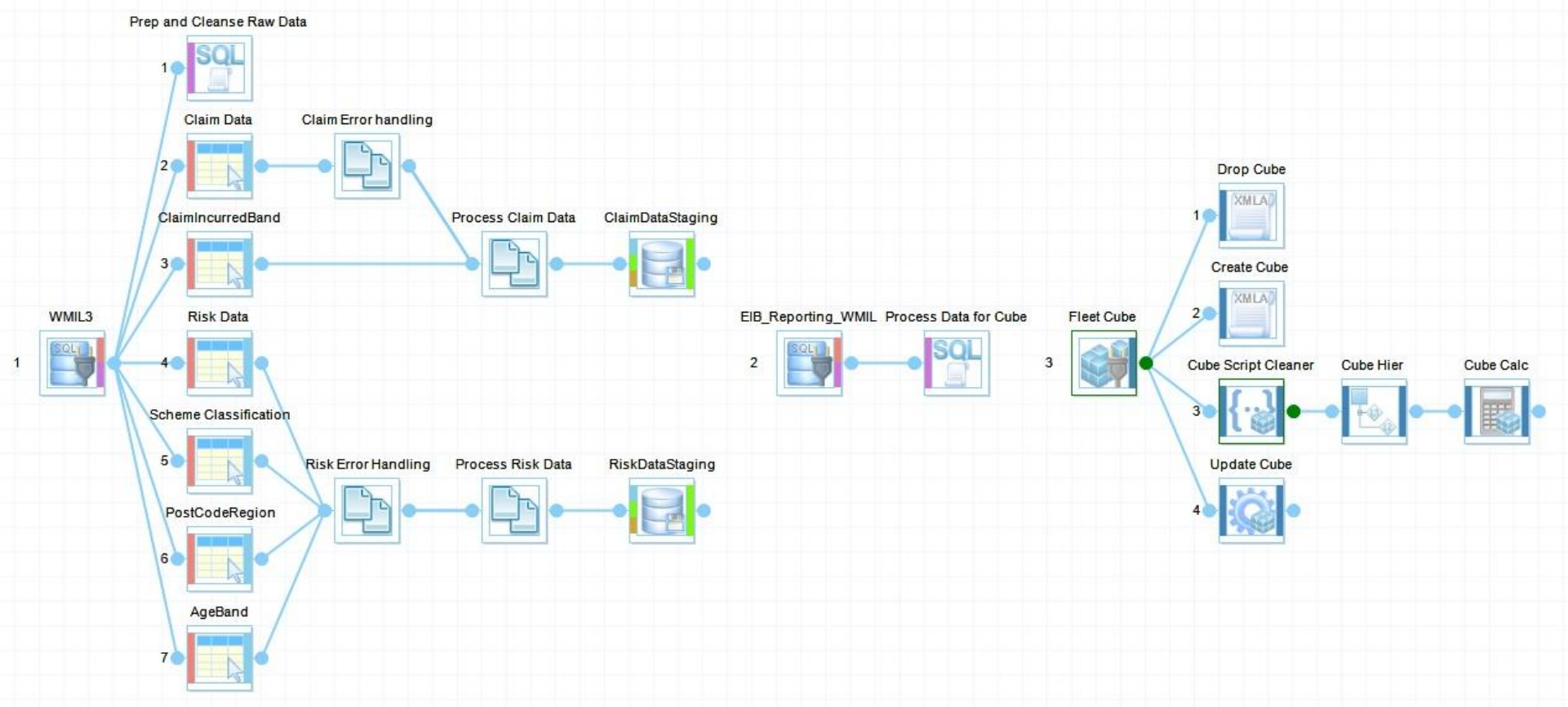


Files



Manual Data

# AppStudio - App Design





# Intelligent Error Handling - Premiums

Microsoft Excel - Data Errors Report

**Risk Data Errors**

Data Errors (20/02/2017 14:53:23)

UnderwritingYear : All  
PolicyStartDateYear : All  
BusinessType : All

PolicyNumber	TransactionCode	OriginalInceptionDate	PolicyStartDate	GrossPremiumIncIPT	IPTAmount	RiskErrorDescription
PH131004036	CAN	25/04/2012	25/04/2012	(2,876.83)	(162.8)	Policy with start date before 01/12/2012
PH131004036	NEW	25/04/2012	25/04/2012	2,876.83	162.8	Policy with start date before 01/12/2012
PH131004036	REI	25/04/2012	25/04/2012	2,876.83	162.8	Policy with start date before 01/12/2012
PH131004036	CAN	25/04/2012	25/04/2012	(2,876.83)	(162.8)	Policy with start date before 01/12/2012
CO131000584	CAN	13/09/2012	13/09/2012	(2,278.51)	(128.9)	Policy with start date before 01/12/2012
PH131004036	REI	25/04/2012	25/04/2012	2,876.83	162.8	Policy with start date before 01/12/2012
CO131000584	NEW	13/09/2012	13/09/2012	2,278.51	128.9	Policy with start date before 01/12/2012
PH131004036	CAN	25/04/2012	25/04/2012	(2,876.83)	(162.8)	Policy with start date before 01/12/2012
PC131001005	CAN	16/12/2014	16/12/2015	(761.42)	(66.0)	Cancellation with no adjustment date
PH131002789	CAN	03/01/2015	03/01/2016	(1,578.97)	(136.9)	Cancellation with no adjustment date
CO131000770	CAN	21/12/2013	21/12/2014	(1,389.69)	(78.6)	Cancellation with no adjustment date
MT131000531	CAN	04/08/2013	04/08/2014	(1,214.36)	(68.7)	Cancellation with no adjustment date
PH131000785	CAN	23/12/2013	23/12/2014	(1,245.50)	(70.5)	Cancellation with no adjustment date
PH131000689	CAN	30/11/2013	30/11/2014	(1,150.45)	(65.1)	Cancellation with no adjustment date
MT131000996	CAN	30/08/2014	30/08/2015	(1,590.78)	(90.0)	Cancellation with no adjustment date
CO131001413	CAN	12/07/2014	12/07/2015	(2,381.27)	(134.7)	Cancellation with no adjustment date
MT131000768	CAN	22/03/2014	22/03/2015	(1,052.89)	(59.6)	Cancellation with no adjustment date
PH131002629	CAN	04/12/2014	04/12/2015	(2,348.58)	(203.7)	Cancellation with no adjustment date
MT131000705	CAN	01/02/2014	01/02/2015	(1,480.49)	(83.8)	Cancellation with no adjustment date
PH131003525	CAN	27/02/2015	27/02/2016	(1,087.11)	(94.3)	Cancellation with no adjustment date
MT131000626	CAN	02/11/2013	02/11/2015	(1,161.76)	(65.7)	Cancellation with no adjustment date
MT131000895	CAN	20/06/2014	20/06/2015	(742.00)	(42.0)	Cancellation with no adjustment date
MT131000978	CAN	09/08/2014	09/08/2015	(1,001.70)	(56.7)	Cancellation with no adjustment date
CV131000972	CAN	19/12/2014	19/12/2015	(757.74)	(65.7)	Cancellation with no adjustment date
CO131000624	CAN	04/10/2013	04/10/2015	(1,108.00)	(62.72)	Cancellation with no adjustment date
PH131000745	CAN	11/12/2013	11/12/2014	(1,351.50)	(76.50)	Cancellation with no adjustment date



# Intelligent Error Handling - Claims

Microsoft Excel - Data Errors Report

Claim Data Errors

Claim DataErrors (20/02/2017 14:53:23)

CLIENT_REFERENCE	TRANSACTION_ID	PolicyStartDate	INCIDENT_DATETIME	NOTIFICATION_DATETIME	TOTAL_PAID	TOTAL_RESERVE	TP_DAMAGE_INCURRED	ErrorDescription
CO131000765	CO131000765_2897_2	20/12/2013	08/06/2015	15/06/2015	0.00	0.00	0.00	Incident Date > 12 months after Policy Sta
CO131001926	CO131001926_5043_2	20/11/2014	04/12/2015	04/12/2015	0.00	0.00	0.00	Incident Date > 12 months after Policy Sta
CV131000545	CV131000545_2785_3	30/04/2014	03/06/2015	03/06/2015	6,026.78	0.00	0.00	Incident Date > 12 months after Policy Sta
PC8071318	PC8071318_3022_2	07/04/2014	05/05/2015	18/05/2015	204.00	0.00	0.00	Incident Date > 12 months after Policy Sta
PC8072557	PC8072557_4674_1	21/06/2014	02/11/2015	02/11/2015	1,644.95	0.00	0.00	Incident Date > 12 months after Policy Sta
PH131000581	PH131000581_1553_2	09/10/2013	12/01/2015	14/01/2015	2,642.23	0.00	2,642.23	Incident Date > 12 months after Policy Sta
PH131000586	PH131000586_1506_2	30/09/2013	30/12/2014	12/01/2015	172.80	0.00	0.00	Incident Date > 12 months after Policy Sta
PH131000720	PH131000720_4801_3	14/12/2013	14/11/2015	16/11/2015	0.00	4,284.00	0.00	Incident Date > 12 months after Policy Sta
PH131000803	PH131000803_4784_4	11/01/2014	12/11/2015	12/11/2015	0.00	2,000.00	1,000.00	Incident Date > 12 months after Policy Sta
PH131001285	PH131001285_5872_2	11/06/2014	15/02/2016	15/02/2016	0.00	1,000.00	1,000.00	Incident Date > 12 months after Policy Sta
PH131001297	PH131001297_5031_3	27/05/2014	01/12/2015	03/12/2015	0.00	0.00	0.00	Incident Date > 12 months after Policy Sta
PH131001448	PH131001448_4186_5	06/07/2014	04/10/2015	05/10/2015	0.00	0.00	0.00	Incident Date > 12 months after Policy Sta
PH131001513	PH131001513_4000_2	23/07/2014	18/09/2015	21/09/2015	1,006.49	3.51	0.00	Incident Date > 12 months after Policy Sta
CO131000676	CO131000676_32_14	31/10/2013	28/11/2013	09/12/2013	0.00	1,680.00	1,680.00	Transposed History ID in two Claims
CO131000676	CO131000676_32_15	31/10/2013	28/11/2013	09/12/2013	0.00	1,680.00	1,680.00	Transposed History ID in two Claims
MT131000623	MT131000623_3523_1	25/10/2014	11/08/2015	12/08/2015	60.00	3,742.00	1,927.00	Transposed History ID in two Claims
MT131000623	MT131000623_3523_9	25/10/2014	11/08/2015	12/08/2015	60.00	3,742.00	1,927.00	Transposed History ID in two Claims
MT131000623	MT131000623_3740_1	25/10/2014	15/08/2015	15/08/2015	60.00	5,358.00	1,228.00	Transposed History ID in two Claims
MT131000623	MT131000623_3740_9	25/10/2014	15/08/2015	15/08/2015	60.00	5,358.00	1,228.00	Transposed History ID in two Claims
PC131001537	PC131001537_3464_1	05/06/2015	01/08/2015	04/08/2015	0.00	0.00	0.00	Transposed History ID in two Claims
PC131001537	PC131001537_3464_7	05/06/2015	01/08/2015	04/08/2015	0.00	0.00	0.00	Transposed History ID in two Claims
PC8001753	PC8001753_2291_1	01/10/2014	31/03/2015	04/04/2015	875.53	4,600.00	875.53	Transposed History ID in two Claims
PC8001753	PC8001753_2291_2	01/10/2014	31/03/2015	04/04/2015	875.53	4,600.00	875.53	Transposed History ID in two Claims
PH131001847	PH131001847_1104_1	03/09/2014	11/10/2014	14/11/2014	0.00	0.00	0.00	Transposed History ID in two Claims
PH131001847	PH131001847_1104_11	03/09/2014	11/10/2014	14/11/2014	0.00	0.00	0.00	Transposed History ID in two Claims
PC8070600	PC8070600_1279_5	02/04/2014	10/12/2014	12/12/2014	0.00	0.00	0.00	No matching policy record for mapping Cla
PC8070438	PC8070438_907_4	23/07/2014	05/10/2014	20/10/2014	0.00	0.00	0.00	No matching policy record for mapping Cla
PC8070953	PC8070953_2140_6	23/08/2014	09/03/2015	23/03/2015	341.40	0.00	0.00	No matching policy record for mapping Cla
PC8071650	PC8071650_504_8	02/07/2014	28/07/2014	29/07/2014	7,429.19	0.00	0.00	No matching policy record for mapping Cla

# Application Challenges Addressed

## ● EDI

- Supposedly More Reliable For Claims
- Lots of Data Errors -> Tracking and Alerts

## ● Data Quality (Ongoing)

- Data validation (everywhere)

## ● EGNPI Calculations

- Complexities Around Transaction Types
  - NEW, REN, MTA, CAN, REI
- Differences In Recognition

## ● App Delivered

- Cube + Reports + Dashboards
- Across Multiple Business Areas With Differing Calendars

# Power BI – Enabling Standards

### Measure Comparison

Underwriting Year: All

Cover: All

Age Band: All

NCB Banding: All

Sex: All

Region: All

Broker: All

Product: All

### Earned & Written v Incurred Breakdown

Written Gross Net Premium = 38.34M

Underwriting Year: All

Cover: All

Age Band: All

NCB Banding: All

Sex: All

Region: All

Broker: All

Product: All

### Events Summary

Written Gross Net Premium = 38.34M

NetM: 116,391.12

GrossM: 163,536.24

NetPrice: -58.18

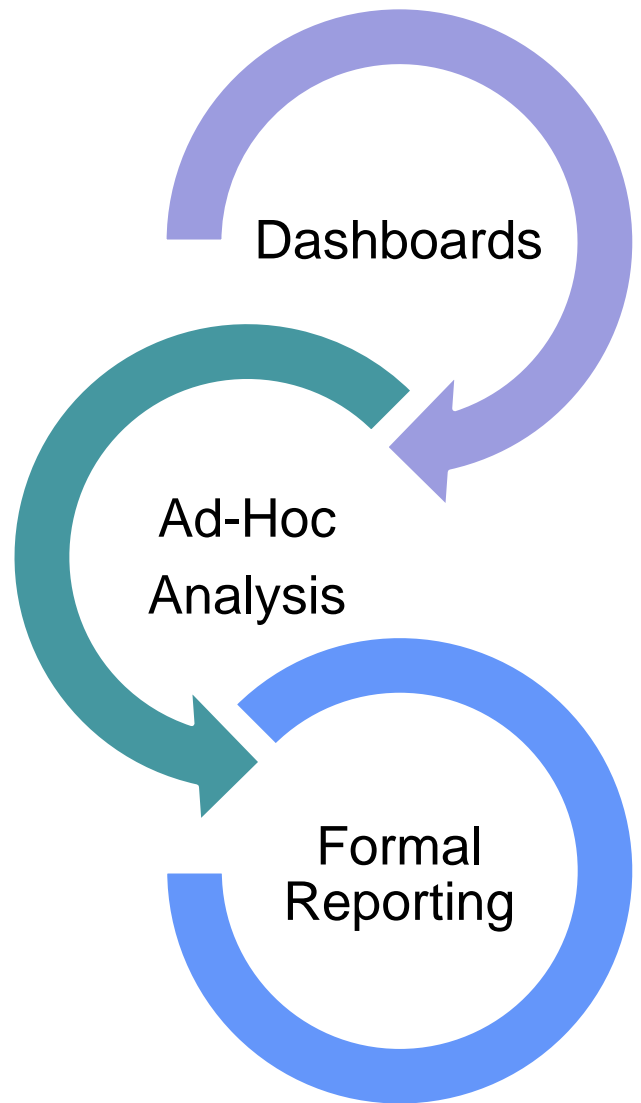
GrossPrice: 291.84

Version: Actual

Periods: All

Parent: Profit

# Complete Insurance Reporting & Analytics



Wilmington, VMIL (13) 930

Measures: WGNPI  
BusinessType: Non-Fleet  
UW\_Years: 2014Z01 Y0A  
PSD\_Years: 12045  
TimeView: Underwriting  
VehicleGroup: Current : All  
VehicleMake: Current : All  
VehicleModel: Current : All  
PolicyNumber : All  
Apportionment: All  
AgeBand: Current : All  
Region: Current : All

	February	March	April	May	June	July	August	September	October	November	Dec
Total	16,861.99	2,871,124.69	4,358,676.35	5,675,942.75	7,091,877.30	8,233,466.79	10,024,919.77	11,831,659.02	13,848,831.35	14,894,703.06	16,463,280.60
December	786.02	818,557.87	818,400.88	803,851.61	799,741.69	790,415.55	788,854.34	782,759.07	782,720.66	782,199.08	782,197.94
January	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65
February	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65
March	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65
April	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65
May	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65
June	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65
July	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65
August	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65
September	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65
October	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65
November	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65
December	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65	1,096.65



# EiB Insurance Analytics Demo

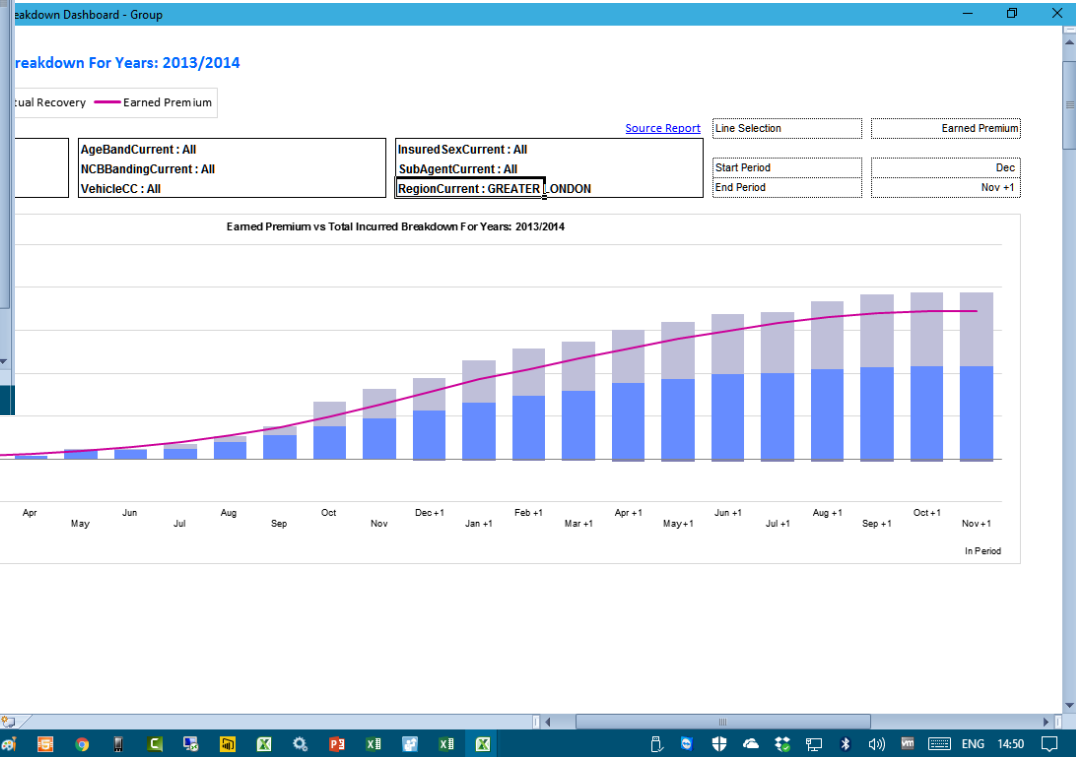
Microsoft Excel - Earned v Written Triangulation Analysis - Group

Triangulation For Single KPI

Insurance Analytics(23/03/2016 10:59:18)

Measures : EGNPI  
 BusinessType : All  
 UW\_Years : 2014/2015 YOA  
 PSD\_Years : 201415  
 TimeView : Underwriting\_YTD  
 VehicleGroupCurrent : All  
 VehicleMakeCurrent : All  
 VehicleModelCurrent : All  
 PolicyNumber : All  
 ApportionedFlag : All  
 AgeBandCurrent : All  
 RegionCurrent : All

	Total	December	January	February	March	April	May	June	July	August	September	October
Total	22,530,275.43	72,325.94	227,188.69	450,861.08	821,934.99	1,298,046.96	1,941,849.32	2,740,041.67	3,790,080.25	5,043,305.42	6,531,743.57	8,262,952.00
December	786,757.11	72,325.94	145,618.86	209,263.95	279,434.82	342,915.32	410,042.55	472,388.98	537,778.78	602,199.38	664,233.94	727,000.00
January	781,055.01		81,569.83	146,845.90	215,294.28	283,557.69	349,520.08	411,829.57	478,249.09	540,265.79	600,111.89	662,400.00
February	1,094,698.09			94,751.24	194,008.61	285,924.02	383,049.89	475,956.69	567,801.66	661,015.17	748,433.34	837,975.00
March	1,388,960.18				133,197.29	253,225.33	377,337.47	499,684.83	620,190.55	735,773.57	845,832.85	961,364.00
April	1,449,991.72					132,424.61	260,345.22	380,643.20	502,812.69	626,830.54	742,811.22	874,431.00
May	1,871,924.03						161,554.11	308,651.00	474,396.61	635,697.86	794,444.24	957,274.00
June	2,282,306.73							190,887.40	387,233.92	572,393.49	777,744.15	974,754.00
July	2,616,862.88								221,616.95	449,651.05	669,322.70	890,501.00
August	2,660,677.05									219,478.58	455,705.37	684,664.00
September	2,834,370.68										233,103.85	467,954.00
October	2,609,798.57											224,632.00
November	2,152,873.38											



# Software Requirements

## ● EiB Insurance Analytics

- SQL Server 2008R2/2012/2014/2016/2017 **Standard** Edition
- SQL Server 2008R2/2012/2014/2016/2017 Analysis Services
- Windows Server 2008R2/2012/2016
  - 4Gb Min Memory On Server (8Gb+ Recommended)
- Windows Terminal Services / Citrix (Options)
- Azure VM Compatible

## ● PCs

- Windows 7, Windows 8, Windows 8.1, Windows 10
- Excel **2010, 2013, 2016, (Office 365 Desktop)**
- 1Gb Memory (2-4 Gb Recommended)

## ● Mobile Devices (iOS, Android, WP)

- RD Web, Remote Apps, MS Remote Desktop

# Simple ROI Within 12 Months

## ● People Savings

- 4 Days a Month Typical = 48 Days Per Annum Savings
- 48 days more underwriting = £ Premium Income ??

## ● Better Informed Underwriting Decisions

- Based On Fact
- Based On All The Available Data

## ● Mitigating Risk

- MI Now Just Happens
  - Eliminate MI Does Not Happen Unless The MI Person “is in”

## ● Accuracy

- For The First Time Your Information Is Accurate
- Earned Premium Calculated Correctly



# Summary

## ● EiB Insurance Analytics

- Complete Management Reporting & BI
  - For MGAs, Underwriters, Brokers, Insurers, Claims Houses
  - Power-User, End-User & IT Friendly
  - **ONE** Product
  
- Value
  - Lowest Cost, Immediate ROI
  - Unlimited Deployment of Software Available
  - Fully Microsoft BI Compatible (front & back end)
  - Hosting Available
  
- Benefits
  - Automated Reporting Without Usual Costs and Skills Required
  - Information Accuracy & Immediacy
  - Improved Trust With Less Cost !



## EiB Insurance Analytics Overview

**Excel in Business**

[www.excelinbusiness.com](http://www.excelinbusiness.com)