



Invitation for participation in Policy Administration Platforms in the Life and Annuities (L&A) Insurance Industry Market Report

March 2021

Agenda

Introduction to Everest Group

A glimpse into the Insurance Information Technology practice at Everest Group

Scope of policy administration platforms in L&A insurance market report

Process workflow for participating in the policy administration platforms in L&A insurance market report

Why you should participate in the study

Everest Group expertise

Industry leaders trust our experience-based insights and data-derived thought leadership

Everest Group is a research and research informed consulting firm focused exclusively on IT, business process, and engineering services. We have nearly 30 years of experience advising the Global 1000 with a unique combination of consulting and research capabilities.

 <p>3,700+</p> <p>Research and consulting engagements in the past 5 years, serving the Global 2000</p>	<p>Our clients are global</p> <p>North America 57%</p> <p>Europe 19%</p>  <p>Asia Pacific 24%</p>	<p>Our 175 analysts track</p>			 <p>30,000+</p> <p>LinkedIn followers</p>
<p>FORTUNE</p> <p>We've served 22 of Fortune 50</p>	 <p>32,000+</p> <p>Outsourcing contracts</p>			 <p>13,000+</p> <p>Twitter followers</p>	
		 <p>6,000+</p> <p>Global Business Services (GBS) centers</p>	 <p>500+</p> <p>Service providers</p>	 <p>300+</p> <p>Service delivery locations</p>	 <p>80+</p> <p>Business processes</p>

Distinctive combination of research and consulting capabilities to help you on your journey

 <p>Strategy Turn insights into decisions</p>	 <p>Implementation Capture value from decisions</p>	 <p>Optimization Drive institutional evolution</p>	 <p>Validation Drive organizational synchronicity</p>
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What we do

We deliver deep research-informed insights about our clients' most pressing concerns – from IT, to business process, to engineering services – all within the context of the broader landscape.

Then we go to the next step: accelerating value delivery and expediting business outcomes.



With you on the journey

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Our Insurance Information Technology research covers the broad services and technology provider spectrum

Not exhaustive

Insurance Information Technology

Service companies

Core platform providers

Strategy consultants

Digital technology providers

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Introduction to Everest Group

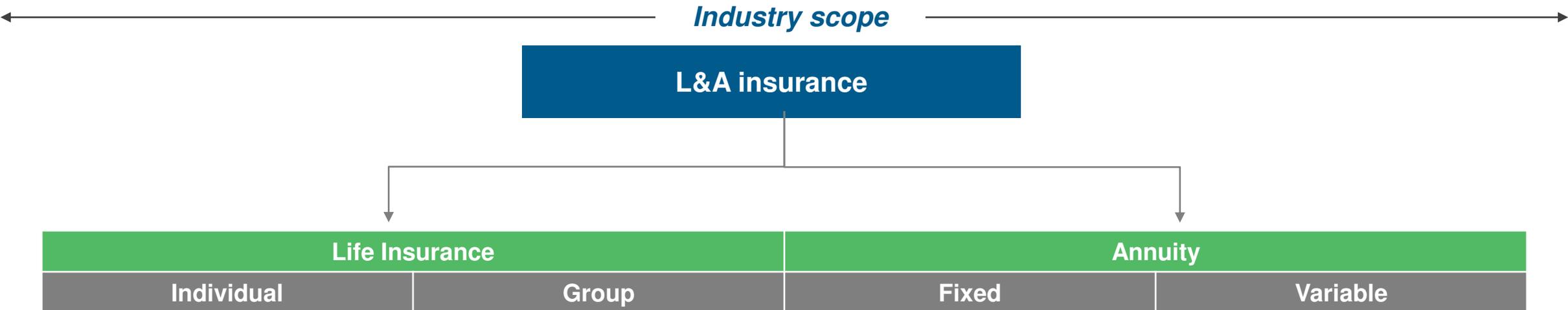
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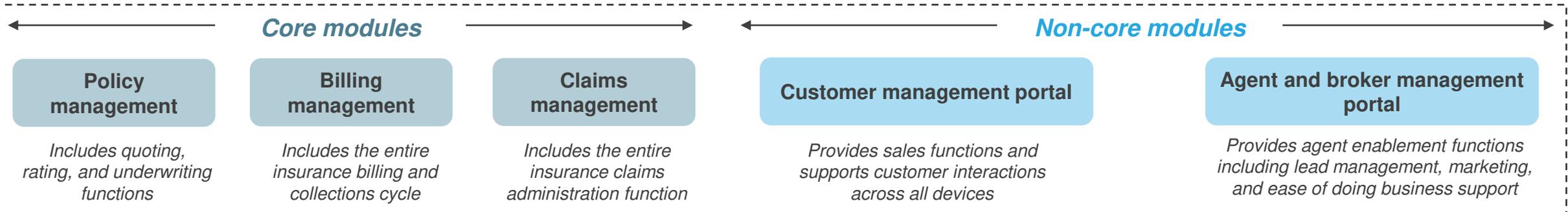
Process workflow for participating in the policy administration platforms in L&A insurance market report

Why you should participate in the study

Scope of research for policy administration platforms in L&A insurance industry market report



Scope of this research includes the entire suite of your L&A insurance policy administration platform modules: *Illustrative*



Note: The view of core and non-core modules mentioned above is illustrative and may not capture your entire product suite. Added to that, the product nomenclatures could also be different. Please note that your entire L&A insurance product suite qualifies for this research. Only bear in mind that by core products, we refer to those product modules that are necessary for supporting core insurance operations.

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Background and next steps for participation in the policy administration platforms in L&A insurance market report

Why you should participate in the study

We are excited to invite you in the inaugural edition of our policy administration platforms in L&A insurance industry market research!



- Everest Group's Insurance IT services team is pleased to launch our inaugural market report focused on **policy administration platforms in the L&A insurance industry** in order to build a comprehensive report covering the capabilities of leading core policy administration players in the global L&A insurance industry
- This document provides information on the scope of research (slide 8) and helps participants understand the benefits of participation (slide 12)



- **Post your confirmation of participation, Everest Group will share a detailed ppt-based RFI document to capture details on key areas** in order to understand your L&A insurance policy administration software capabilities better
- We will launch the RFI in the week of **5th April** and provide 4-6 weeks for all participating vendors to respond
- Feel free to share any additional collaterals /materials to help us understand your policy administration platform capabilities better



- **Request you to inform us of your participation status after receiving the launch email**
- We are also open to conduct a 60-minute telephonic discussion (optional) with your leadership team to gain a holistic understanding of your capabilities
- The report will also include a detailed profile for each vendor. We will send the profile to you for a thorough validation (fact check) before publishing it

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Why you should participate in the study

Why you should participate in the L&A insurance policy administration platforms market report



Comprehensive understanding of the market landscape

- RFI process helps collect first-hand information, augment secondary data, and build a comprehensive view of yours' and your competitor's technology capabilities in the L&A insurance core policy administration platforms space
- This market report will help participants showcase their strengths in specific areas within the L&A insurance policy administration platform space



Access market trends and competitive insights

- The market report will include a section on L&A insurance policy administration platforms market overview highlighting insights on key trends, demand drivers, buying themes, vendor priorities, and competition insights
- The report will also comprise vendor profiles¹ that contain detailed description of each vendor's policy administration platform capabilities, strategic priorities, unique attributes including feature/functionality coverages, investment details, product roadmap, partner landscape, and market success



Achieve marketing objectives

- The market report serves as a tool for our L&A insurance enterprise clients to gain a holistic understanding of vendors' policy administration platform capabilities, serving you an opportunity to showcase your capabilities to potential clients
- Participants can also leverage parts of the report in their marketing efforts² such as creating a customized vendor profile for circulation and quote from Everest Group analyst team for broader media circulation

What's in it for you?

NOTE:

1. Everest Group takes its confidentiality pledge very seriously. As with any vendor-specific information we obtain from participating players, we will present it back to the industry in an aggregated form
2. The vendor must obtain the requisite licensing and distribution rights for the mentioned marketing activities through an agreement with the designated PoC at Everest Group

Please reach out to us for any questions!

Please feel free to contact us for any queries related to the market report on policy administration platforms in L&A insurance (RFI process, participation process, benefits of participation, citation policies, etc.)



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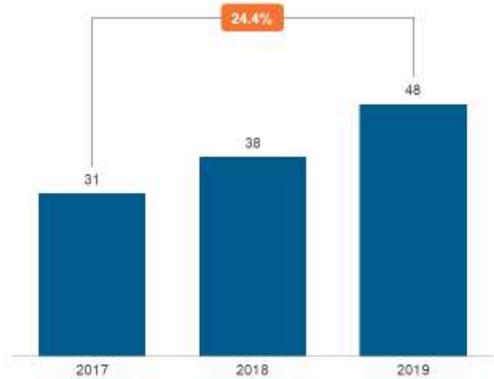
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Check out our perspectives on L&A insurance policy administration platform adoption trends on our website

Life & Annuities (L&A) Insurance Core Platform Software Adoption Trends – Unlocking Efficiency and Growth for L&A Insurers

L&A insurers are harnessing the value of core platform solutions by employing these as key components of their long-term digital strategy

Snapshot of signed core platform software contracts by L&A insurers over time
Number of deals



Source: Everest Group (2020)

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Life & Annuities (L&A) Insurance Core Platform Software Adoption Trends – Unlocking Efficiency and Growth for L&A Insurers

Implications for L&A insurance core platform vendors

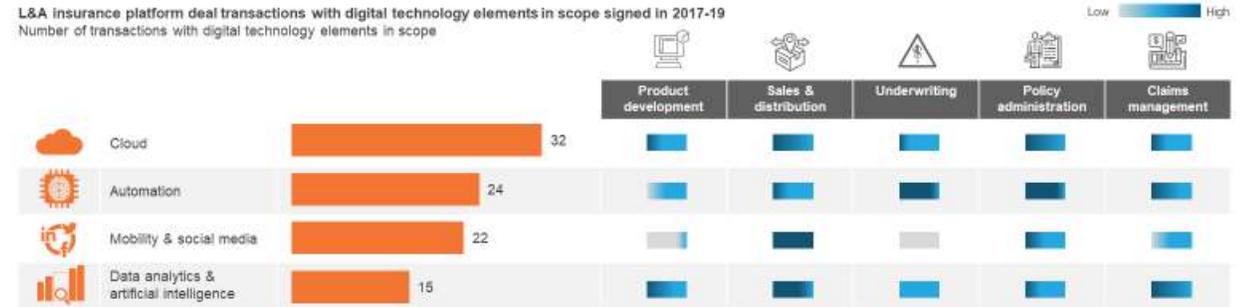


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Life & Annuities (L&A) Insurance Core Platform Software Adoption Trends – Unlocking Efficiency and Growth for L&A Insurers

L&A insurers are powering core platform digital innovations by scaling adoption of multiple technology themes

L&A insurance platform deal transactions with digital technology elements in scope signed in 2017-19
Number of transactions with digital technology elements in scope



- L&A carriers are increasingly adopting core platform solutions founded on cloud technology stacks across the insurance value chain to drive advantages of cost efficiency and rapid time-to-market
- L&A insurers' underwriting and policy administration functions are achieving strong automation levels powered through a modern platform as carriers look to enable an accelerated purchasing and policy servicing experience for life products
- L&A Insurers are driving a smart customer experience transformation strategy by investing in mobility and social media solutions on top of core platforms to enhance customer engagement and promote customer loyalty
- L&A carriers are investing heavily in analytics and cognitive solutions to provide consumers with personalized insurance offerings, improved self-service, and informed decision making on risk selection and product pricing to enable data-driven digital insurance experiences

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