



SDT Financial Software Solutions

An Insurance Industry Model

Insurance – A new vision



- The issues facing the insurance industry are:
 - Cost of administration
 - Continuous change
 - Legislative changes
 - Increase in competition
 - Customer demand
 - Need to expand markets

How did we get here?



- Business models that developed evolutionary over years
 - Success
 - A single view of information, then
 - Reliance on multiple systems
 - No single view of the enterprise operations
- No Enterprise Architecture**

Insurance – The need



- Higher returns
- Retaining profitability
- Value from IT investments
- Low risk of systems failure
- Senior management satisfaction with technology
- A repeatable product for entry into smaller markets
- Standardisation with differences

The SDT experience



- Africa expansion model
 - Further need for most-effective deployment
 - Limited resources in emerging countries
 - But still
- But there was a missing link...

Enterprise
Architecture

Insurance – A new vision



- Designed a Business Blueprint operating model
- Design an Enterprise architecture
 - Business standardisation
 - Business integration
- Design the operating model
- Redefine the IT engagement model to a partnership
- Designed a franchise model

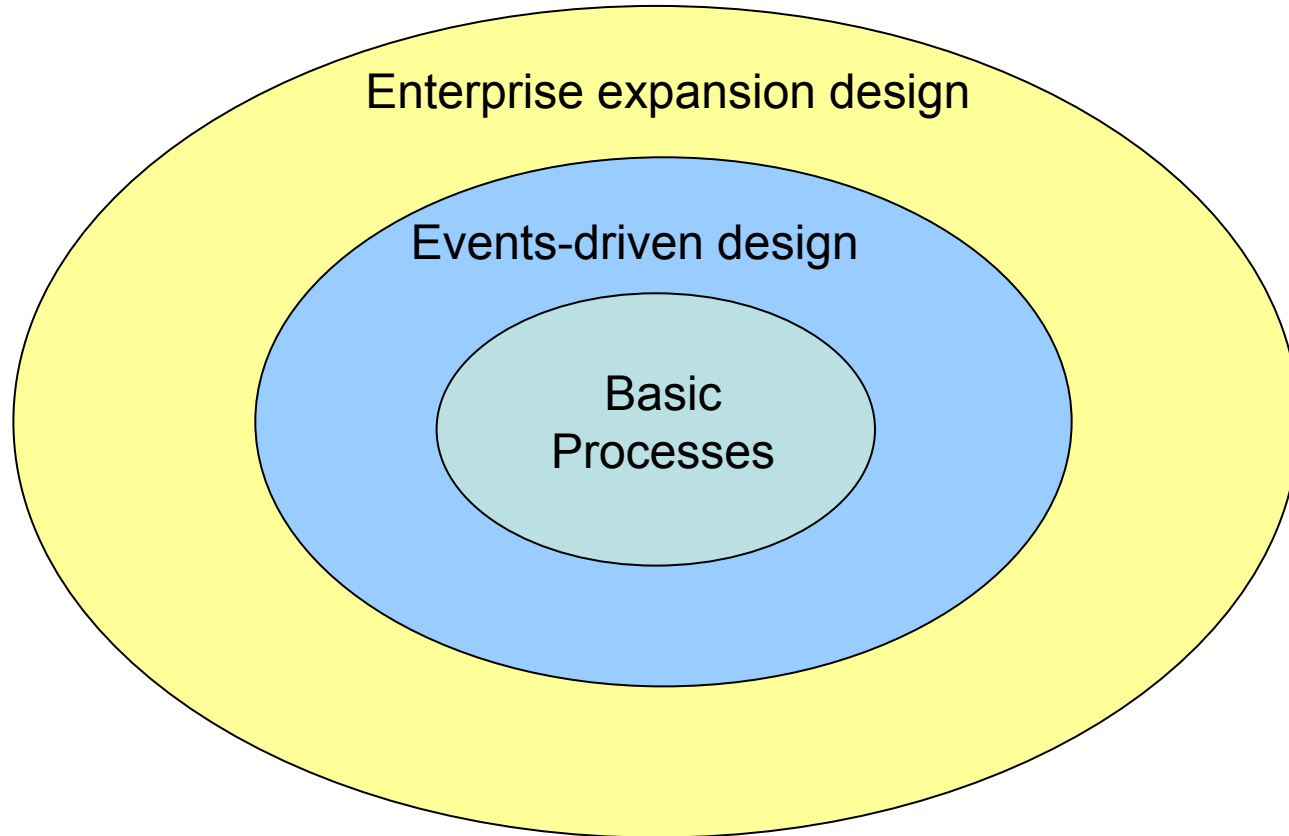
EA Implementation challenges



- Companies like to believe they are different
- Balance of where to standardise
- An understanding of what is the real differentiators and real competitive advantage
- Taking the leap of faith

- Step by step implementation
 - First basic needs
 - Grow with business understanding to the breakthrough point

Insurance EA in Practice



Insurance – a new vision



- Savings of 30% in time
- Savings of 30-50% on initial cost
- Savings of 30-40% on running cost

- Clear understanding of foundation to go forward
- Repeatable, reliable



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