

As the digital revolution transforms the way enterprises interact and do businesses, the insurance world is fundamentally going through a major transfiguration. Digitization is impacting the entire insurance value chain, from insurers to intermediaries, distributors, and service providers. Today, insurers have developed deep resources, strong balance sheets, enormous scale, vast quantities of data, and rigorous process discipline—all assets that can help them connect with customers in the new digital environment.

Far from being an intellectual pursuit or an interesting trend in other industries, many insurers view advanced technologies as critical to satisfying the needs of customers and agents, running an efficient and profitable business, and providing a competitive edge in the marketplace. Each of these technologies creates opportunities and challenges for insurers. Not only does it serve the ends of individuals, or of special groups of individual, it tends to pervade and transform our modern social order too. It provides security, reduces business risks, encourages savings,

accelerates the economic growth of the country, offers credit facilities, and reduces inflation.

Based on relative importance to the industry, the next generation trends cover a wide spectrum of technologies—Analytics and Big Data, Mobility, Collaboration, Cloud computing, Telematics—enabling business model revolution, innovation, and customer experience. Also, as a highly regulated industry, insurance carriers always need to build regulatory compliance into their business processes and adjust their processes to assure they remain in compliance as new regulations are enacted.

To help CCOs, CIOs, and CEOs find the right insurance technology and provider for their enterprises, our selection panel has evaluated hundreds of insurance technology providers that own innovative technologies in this space. In our selection, we looked at the vendors' capability to fulfill the burning need of cost-effective and flexible solutions to tackle complex insurance challenges. We present to you CIOReview's 20 Most Promising Insurance Technology Solution Providers 2015.

Company	Management	Description
AccelTree Software Pune, India acceltree.com	Vivek Mannige CEO	Provides world-class mobile enterprise solutions to large and medium Insurance companies to enhance productivity of their field force by using mobile phones and tablets as an extension to the existing core systems
Appian Reston, VA appian.com	Ben Farrell Director of Corporate Communications	A leader in modern BPM and Application Platform-as-a-Service (PaaS), providing organizations across the globe with the solutions needed to transform business
AWPL Bangalore, India awpl.co	Viraf Sutaria CEO	A specialist organization providing Business Process Automation and Optimization solutions exclusively to Insurance companies, Banks and Financial institutions
Bolt Solutions, Inc. New York, NY boltinc.com	Eric Gewirtzman CEO	Offers the leading online sales and client service platform for anyone who wants to sell or buy insurance online
DataCede Princeton, NJ datacede.com	Joseph Zarandona CEO "	Provides first class service and tools to customers, identifying core issues faster while reducing costs and maximizing ROI
FirstBest Systems, Inc. Bedford, MA www.firstbest.com	John Belizaire CEO	A leading provider of property/casualty insurance underwriting technology and services to U.S and global insurance firms
FJA-US, Inc. New York, NY fja-us.com	Dr. Carl-Arndt Krapp CIO	FJA-US, Inc. enables insurance carriers to shorten the time as well as reduce the cost of bringing products to market

20 Most Promising Insurance Technology Solution Providers 2015

Company	Management	Description
InsPro Technologies Eddystone, PA inspro.com	Don Caldwell Chairman and CEO	A provider of life insurance policy administration systems
Insurity Hartford, CT insurity.com	Jeffrey Glazer CEO	Provider of efficient and innovative solutions for streamlining data operations of Insurance enterprises
Intrasurance Technology Services 's-Hertogenbosch, the Netherlands intrasurance.nl	Fred Slikker CEO	A provider of software solutions that specializes in automating and simplifying insurance processes to drive consumer self-service and reduce operational costs and IT investments
LIDP Software Solutions Woodridge, IL lidp.com	Bill Schnittker President	Providing innovative solutions for life, annuity, and health insurance administration for over 30 years
PlanSource Orlando, FL plansource.com	Dayne Williams CEO	PlanSource provides the industry's most flexible and extensible health exchange and benefits engagement platform in the cloud
RAM Technologies, Inc. Fort Washington, PA ramtechnologiesinc.com	Robert A. Tulio President	RAM Technologies specializes in the development of superior software solutions for health insurance payers
Resource Edge Las Vegas, NV Insuraseek.com resourceedge.com	Don Weis President and COO	A company that establishes an effective way to automate and improve the Internet resume search and source process for insurance and financial service recruiting
Riskconnect Kennesaw, GA riskconnect.com	Bob Morell Co-founder and CEO	Riskconnect provides the premier, enterprise-class risk management work platform, configured to meet its clients' existing business processes
Sequel Business Solutions London, UK sequel.com	Mario Garcia Managing Director	A company that offers a fully hosted, fixed priced Eclipse Managed Application Service for insurance organizations looking to benefit from outsourcing and cloud solution
SPLICE Software, Inc. Calgary, Alberta splicesoftware.com	Tara Kelly President and CEO	A Company that creates automated dialogs with augmented with user data to improve Customer Engagement
ThreatMetrix San Jose, CA www.threatmetrix.com	Reed Taussig President and CEO	ThreatMetrix builds trust on the Internet by offering market-leading advanced fraud prevention and frictionless context-based security solutions. These solutions authenticate consumer and workforce access to mission critical applications using real-time identity and access analytics that leverage the world's largest trusted identity network
Ventiv Technology Chicago, IL ventivtech.com	Kathy Burns CEO	A leading global provider of risk management, claims and safety solutions to businesses and public entities
WEBCBG New York, NY WEBCBG.COM	Ernest Legrand CEO	Provide advanced and flexible IT solutions by combining latest technologies with experience in risk management and insurance

AccelTree Software Tablet-based Enterprise Sales Acquisition for Insurance Companies

The insurance industry is ever changing and with the return of stable economic conditions the insurance companies are making sure that they have an edge over the competition. "The need to operate more economically and efficiently, comply with the regulators and increase market share are all exerting considerable pressure on insurers. Insurance companies across all geographies have to be swift in their response to enquiries and closing sales; the enterprise mobile solution provides that dexterity, thus becoming the next competitive frontier" begins Vivek Mannige, CEO, AccelTree Software. Organizations face a challenge to manage agency and bank partners, due to long and exhaustive paper-based documentation with wet signatures, and miss-selling practices which eventually erode customer credibility. "With an aim to eradicate these manual workflows and streamline processes, AccelTree delivers enterprise mobile solutions that share information in real time and enhance the document movement digitally thus boosting the productivity of the insurance sales force by closing more sales," he adds.

AccelTree's insurance sales acquisition solution, AcceLife, sits on FRED-MEAP, the Mobile Enterprise Application Platform of AccelTree, is device agnostic and has the capability of working online and offline. It has an in-built workflow engine and also integrates easily, using connectors, with any enterprise system at the backend. FRED-MEAP has security as its top priority and as it is highly scalable it can manage a large number of concurrent users without any delay in response time. "Our platform also delivers multilingual

applications; insurance companies can flick a switch and turn over from one language to another," claims Mannige.

In 2014, AccelTree received recognition for AcceLife as an "Exemplar" in the Product Excellence Matrix from India's premier software association "NASSCOM" in partnership with Frost & Sullivan. AcceLife helps insurance sellers create and download leads, schedule meetings with prospects, present audio-visuals along with flip charts to the customers,



perform financial needs analysis and then recommend products to meet the customer's goals, based on scoring and the customer's risk appetite. The solution also computes benefit illustrations and presents a quote as required by insurance regulators. Through AcceLife, sales persons can fill application forms that are validated for product underwriting rules before submission. Supporting documents submitted by the customer can be captured electronically, so also the customer's signature on the application forms. Auto-underwriting is also performed for simpler proposals.

“ We provide a seamless solution that connects to the core insurance systems of a company resulting in improved business decisions and faster turn-around-time

Finally, initial premium payments can be made online. The solution can be deployed on iOS, Android, Windows and browser based platforms. The capability of working in online and offline modes makes the solution very relevant for low and no network areas.

AccelTree constantly innovates and upgrades its technology with new features, like the underwriting questionnaire configurator, document cleaning tools and graphical dashboards, to name a few. "We have created a second framework, "Stallion" which is unique in its ability to provide secure solutions with single code that runs on mobiles, tablets, laptops as well as browsers. A single code base simplifies subsequent solution maintenance and version control, especially when more mobile requirements emerge," states Mannige. "We believe that the customer wants to invest once and get as much benefit as possible—a reason why we use the innovative Stallion framework," he adds.

For instance, one of AccelTree's clients, a leading global insurance carrier has been able to reduce the turnaround time and close sales within a day. "Moving forward, AccelTree plans to expand its geographical footprint into North-America before the end of this year," concludes Mannige. **CR**