



INSIS V9

A New Generation Application for
Insurance Business



New Generation Application Architecture

LANDSCAPE

- IT departments effectiveness
- Solvency II, IFRS, more and more regulations
- Market Large & Growing
- IT systems consolidation activities

How can the ICs harmonize their IT systems ?

New Generation Application Architecture

F A D A T A

**Bulgarian company working in software development
and system integration.**

Established in 1991, INSIS v.1 in 1997

Now a leading software provider in CEE region

More than 200 employees

**More than 30 implementations
(CEE, CIS, ME, Africa, S. America)**

Offices in BG, YU, RO, RUS, PT

8 partner companies worldwide

Basic Principles

New Generation Application Architecture

F A D A T A

Integrity, full flexibility and configurability

Rule based system

predefined basics insurance component

Vendor independent concept

New Generation Application Architecture

INSIS

Basic Principles

Complete Business Coverage

Life, Non-Life, Health Insurance

Complete Functional Coverage

Contracts management

Claims settlement management

Reinsurance management

Management of agents and commissions

Product management

Persons and insured object management

Sales & marketing management

Workflow management

V9 Application Architecture Business model

INSIS

Full multi-country and multi-company support

Mapping and Reusability

business insurance components

- ✓ Business processes
- ✓ Insurance products

The system is entirely rules based and rapidly configurable. The real nature of INSIS is an insurance environment that provides components for building an insurance application. It does not depend on the particular country, regulations or any other specifics.



Business Process Model, Structure and Components



Underwriting



Claim Settlement



Regress Subrogation



others

Execute



Define

Workflow Definitions

Tasks

Scenarios

Timing

Scheduling

Assignment

Authorization

...

Workflow rule engine

Assignment engine

Insurance Product Model, Structure and Components

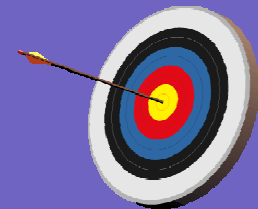


INSIS V9 Application Architecture



Sales Channels

Agents
Brokers
Banks
Partners
Direct sales
Car dealers
Travel agents
Portals



Market

Typical modifications for the GP:

Company layer

Define and setup company specific rules and products like:

- Chart of accounts
 - Fees (definition of company specific fees, their calculation rules, and association with the products)
 - Generic products for each particular company.
- Performs the same modification (as country layer) but per company

Campaign layer

Define and setup Campaign, marketing and sales specific rules like:

- Campaign products (targeting niche, customer group, etc)
 - Campaign business processes – as a rule simplified and fast UW procedures
 - Campaign commission rates
 - Product packaging
 - Selling fixed combination of product covers at fixed or lower price
 - Creating campaign products combining covers from different company products into a single campaign product.
- Performs the same modification (as country and company layers) but for particular campaign, sales and marketing initiatives



Typ

• Modin... order / enhance / simplify)

Sales Channels

Agents

Brokers

Banks

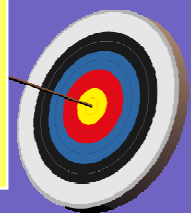
Partners

Direct sales

or dealers

Level agents

Portals



Market

Core Configuration

Generic corporate rules, products, and business processes

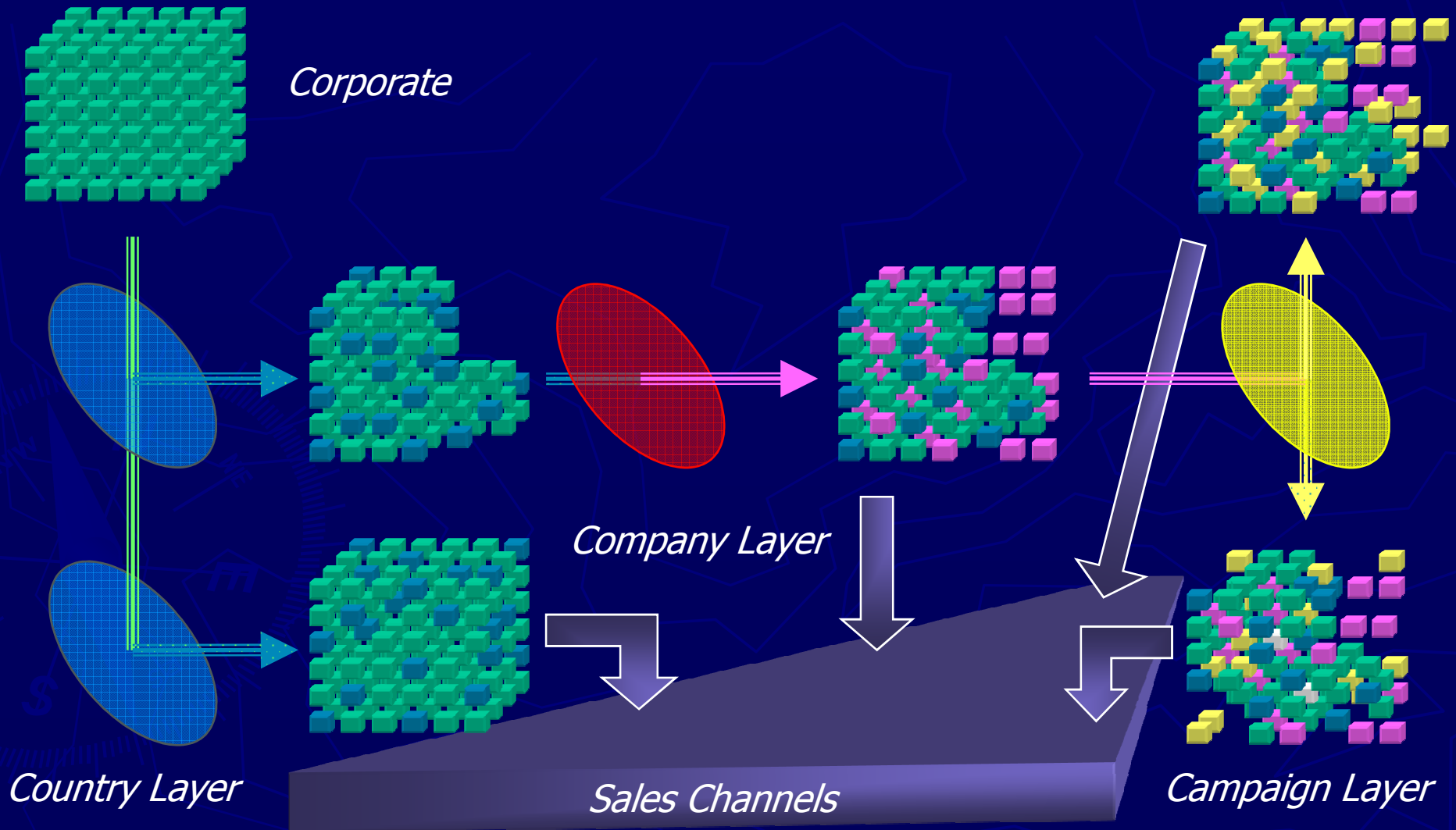
INSIS V9 Operational Principles

- ✓ Any product and business process component can be inherited through the layers
- ✓ Any product and business process component can be tuned, modified or even replaced through the corresponding layers

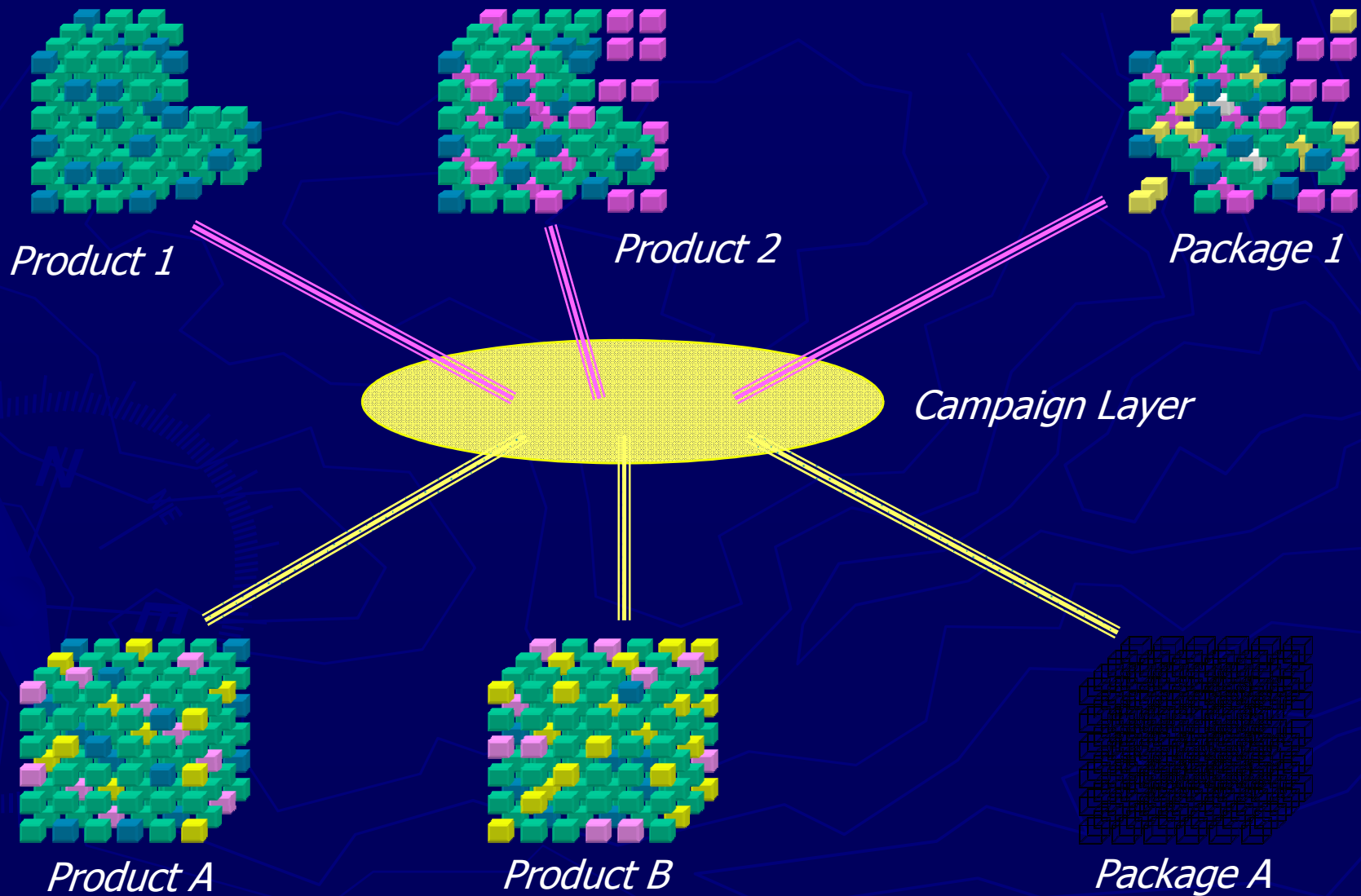
INSIS V9 operational principles

- ✓ Unlimited number of packages, product instances and campaigns related to one generic product
- ✓ Any product instance or package can be sold simultaneously through separate channels in different countries by different companies
- ✓ Products and packages are independent
- ✓ No programming
- ✓ All the operations can be accomplished by the business users

INSIS V9 operational principles



Campaign Product Packaging



INSIS V9 new functionality

- ▶ UW and claim Workflow
- ▶ The standard INSIS functionality for claim, underwriting, and subrogation processing is enhanced with workflow shell for automation of the entire work cycle.
- ▶ Multiple commission types (sales commission, collection commission, renewal commission)
- ▶ Unlimited number of agents that receive a commission for a single policy
- ▶ UL only: Unlimited types of allocation units. Each personal unit account can contain unlimited number of funds and for each fund the account is split in unit types

INSIS V9 SOA suite

- ▶ Complete set of web services to expose the entire INSIS core functionality
- ▶ INSIS – Financial system SOA integration (INSIS-OBS, INSIS-SAP)
- ▶ INSIS – CRM SOA Integration (INSIS-Siebel)
- ▶ BPEL Integration Workflow

3rd **INSIS** Users' Forum

17 - 18 of June 2009, Palacio Hotel Estoril, Portugal.

- ▶ **INSIS** ADF Interface
- ▶ **INSIS** Partner (Agent) Portal
- ▶ **INSIS** Self-service Customer Portal
- ▶ **INSIS** Wrapping Model



Thank you for your attention!

Galin Karagyozov

FADATA AD

16, Cherny Vrach Blvd.

1421 Sofia, BULGARIA

www.fadata.bg

www.insis.bg

