

NETsurance Solutions,  
a NETinfo and Cordema joint venture company

# Insurance digitalization is here

## Sector is Morphing, Lightning Fast!

The USD\$4.7 trillion global insurance sector is late to the technology game, but is now attracting record financial investments for new InsurTech ventures, each recognizing opportunities to disrupt an otherwise stagnant sector with decades-old business models. In 2017, a record USD\$2.1 billion flowed into 247 global InsurTech deals, an amount which is only likely to expand faster in 2018 and beyond. Traditional insurers will be forced to change their business models dramatically – 7 years from now, insurance as we know it will become unrecognizable from its current form. The mix of innovative market entrants consists of companies offering:

- virtual-only models competing directly with traditional bricks-and-mortars,
- actively-evolving pricing and mortality models based on customer behavior,
- tracking systems for vehicles and other insurable property,
- autonomous decision making,
- front-end systems that provide strong customer-friendly experiences,
- back-end systems that reduce operating costs and simplify accounting,
- claims and fraud management tools,
- big-data analytics,
- predictive modeling,
- distribution, and an assortment of other innovative solutions.

“The days of over-complicated systems are dead; the future consists of aligning with clients to develop razor-sharp technology solutions”

*Vassos Aristodemou*  
CEO, NETinfo

20 years of technology solutions to the financial sector



**\$4.7** trillion

Insurance Revenues 2016



**\$2.1** billion

InsurTech Investments 2017



**247** ventures

InsurTech Investments 2017

## Technology Actively Solving Problems

The sector faces unprecedented challenges which include higher frequency and size of CAT losses, broken health insurance models generating consistent operating losses, greater competitive forces with new non-insurer entrants, continued pricing pressures, minimal level of product and customer innovation, generally negative market and customer perception and an overall crisis of trust.

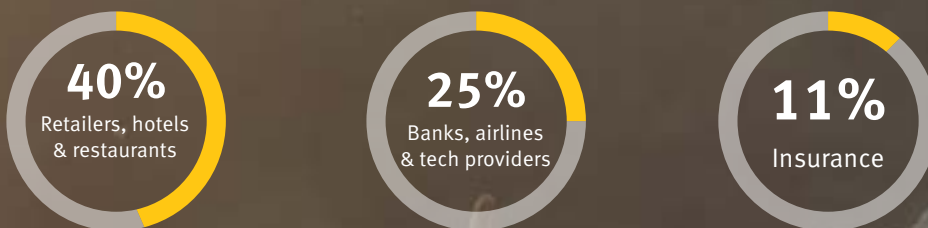
The banking sector reinvented itself through a similar revolution 12 year ago and the outcome is a much better experience for both banks and their customers. Though the insurance sector still generates reasonably good margins, the writing on the wall is becoming much clearer – unless old business models evolve with the rapid pace of global evolution, the window to pivot towards a more sustainable growth engine will not remain open much longer for those players.

“Hungry well-funded innovators are lurking around every corner, salivating at the potential of disrupting a mostly complacent sector; the opportunity to pivot towards customers is now”

*Harrison Sapru*  
*Managing Partner, Cordema*

20 years strategic, financial and operational experience in life, non-life and health insurance sectors

### CUSTOMER SATISFACTION



# NETsurance at forefront of insurance solutions

## Propelling Insurers into the Digital World

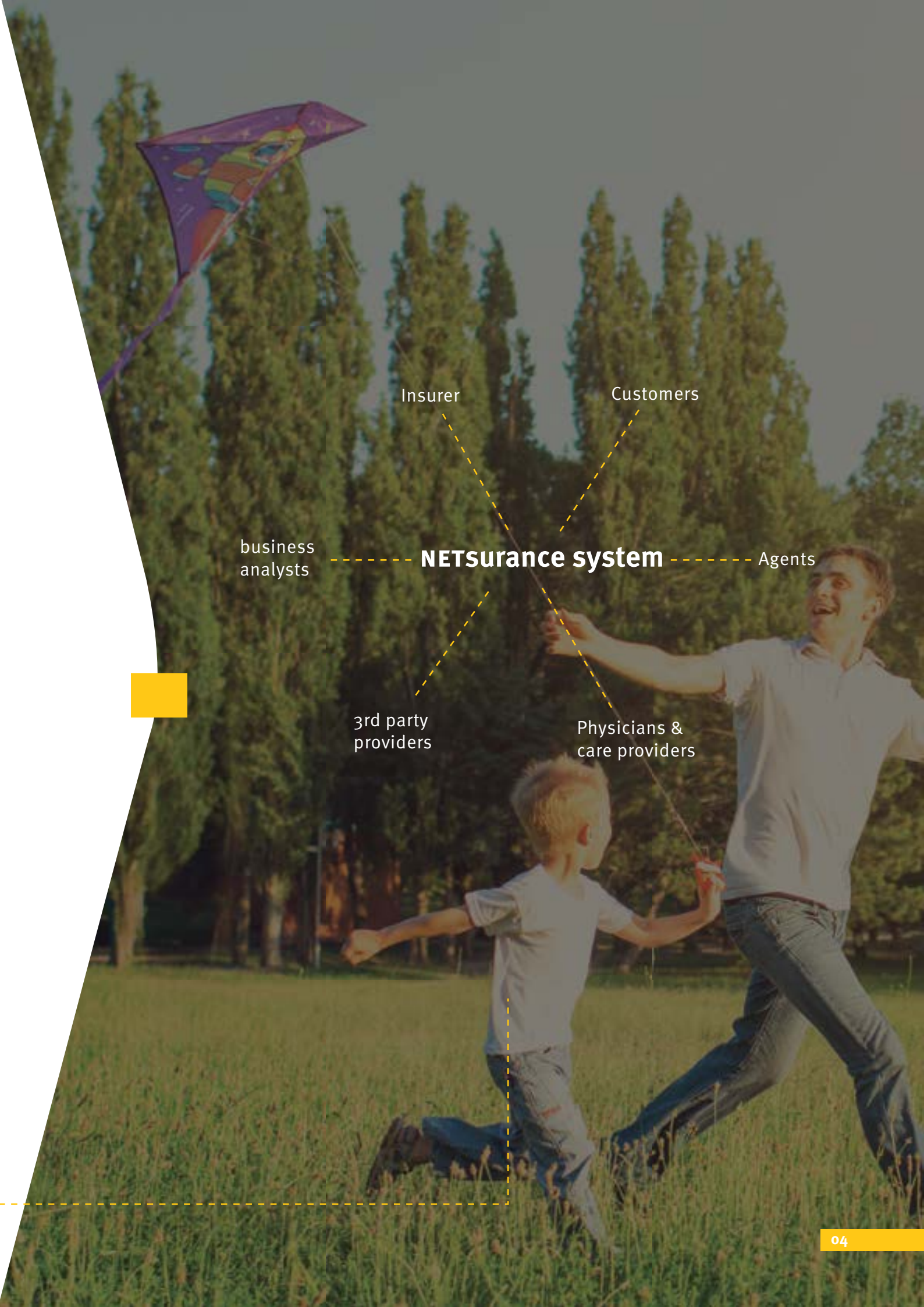
- ✔ NETsurance provides a versatile omnichannel solution that enables insurers to become seamlessly connected to their customers through multiple channels, including internet and mobile, facilitating their most critical and time-consuming transaction, from basic functions such as account overview, profile management and payments to more advanced such as pricing, onboarding, financial planning and claims management.
- ✔ NETsurance was built for customers and insurance business leaders, developed from the ground-up with the objective of facilitating communications, reducing costs, simplifying tasks, providing greater customer comfort and overall resulting in a much higher level customer experience.
- ✔ NETsurance analytics enables the management of big data to further enable C-level executives to develop new products, target specific customers and manage ongoing operations using targeted financial and operational KPIs.
- ✔ NETsurance proven authentication and security systems overlay superior privacy management while ensuring confidence of protecting customer data.

## Our Comprehensive Digital Solution

- **Business Areas:** Auto, Home, Property, Commercial, Life, Health, Other miscellaneous
- **Functionality:** Pricing & quotes, Onboarding, Underwriting, Claims management, Payments, Policy documentation, Account management, Cross selling, bundling, Social networking, Alerts & notices, Videos and demos
- **System Features:** Omnichannel, Customizable, Scalable, Seamless integration, Self-management, Fast implementation, Analytics, Business consulting

## Multiple User Interfaces

NETsurance was structured to create a flexible and evolving ecosystem in which various insurance users can engage, from the primary insurer, to its customers, to agents who manage customer groups, to physicians reliant on data for health coverage and claims submissions, to third party providers such as auto leasing companies and repair shops, to business analysts who provide consulting advisory services on the insurers big data.



Insurer

Customers

business analysts

**NETsurance system**

Agents

3rd party providers

Physicians & care providers

# NETsurance at forefront of insurance solutions

## Perfect Merging of Technology & Business Minds

### NETinfo Plc

#### Nicosia, Cyprus & London, UK

A leading IT company in developing innovative omnichannel and mobile wallet solutions for the banking and finance sectors worldwide.

### Cordema, LLC

#### Newport Beach, CA, USA

A global strategic consulting and investment firm with deep business knowledge of life, non-life and health insurance markets.

## Global Experience, Credibility & Support

# #1

NETinfo ranking for online bank system (Gartner 2018)

# 28

countries with completed NETinfo implementations

# 18

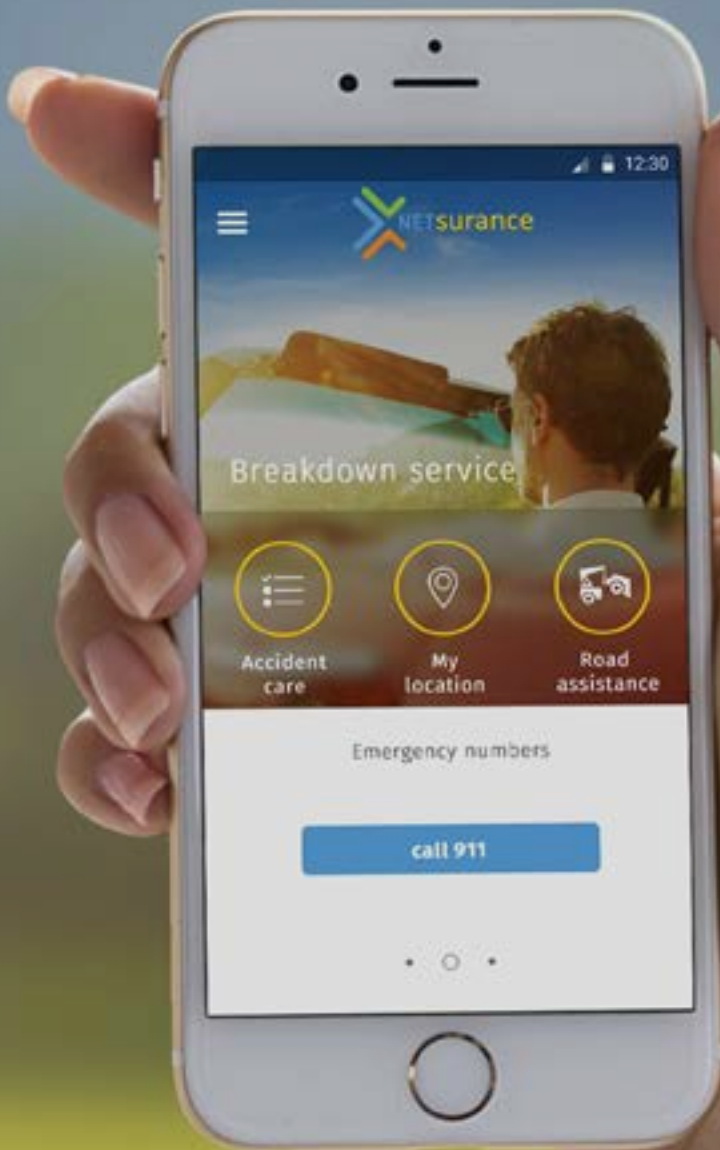
countries with Cordema partner insurance advisory

# 14


related partners available for additional support

# 24/7

Live support, including senior advisors



**Protect those who matter  
the most!**



For more info:  
[www.netsurancesolutions.com](http://www.netsurancesolutions.com)



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