CORPORATE FACT SHEET

INSIGHT INNOVEO /

Innoveo is a spin-out company of the Helvetia Insurance Group. Founded 2007 in Zurich, Switzerland the company is privately held by its founding members, the executives, core architects and engineers working together since 2000.

↗ **VISION**
Enabling Business Innovation

↗ **MISSION**
Respected leaders in connecting the insurance business with technology

↗ **VALUES**
Innovation / quality / professionalism / transparency / trust / respect / dynamism / fun

↗ **MARKET FOCUS**
Insurance industry / all lines of business

INSURANCE INDUSTRY CHALLENGES /

In deregulated and highly competitive markets insurance companies are impacted by a permanent need to launch new, innovative products and services, build attractive product bundles and quickly react to competitor's market offers, in order to increase market shares. The number and effectiveness of distribution channels need to continuously and flexibly be adapted to new market trends and customer requirements. Traditional insurance solutions require expensive and time demanding adaptations to cope with these challenging requirements.

VALUE PROPOSITION /

↗ **WORKING WITH US**
Innoveo is characterized by a rare combination of technology expertise and solid insurance business knowledge acquired through many years of general and project management, architecture consulting and Software Engineering in insurance specific environments and projects.

↗ **USING OUR PRODUCT**
Innoveo Skye® enables the dynamic configuration of products and distribution channels, product bundling and a smooth integration with your currently used back-office systems. This results in unique competitive advantages, as it opens new strategic options and leads to significant saving in implementation time and considerable cost reduction.

VALUE CHAIN COVERAGE /

Innoveo Skye® covers the processes of product development [configuration], distribution, underwriting and selected administration functions. It is smoothly integrated in administration systems like partner, contract or claims management as well as CMS, CRM and portals. The main benefits along the value chain are:

↗ **PRODUCT DEVELOPMENT**
/ Distribution channel specific configuration of insurance products
/ All lines of business covered [property & casualty / individual life / group life / health]
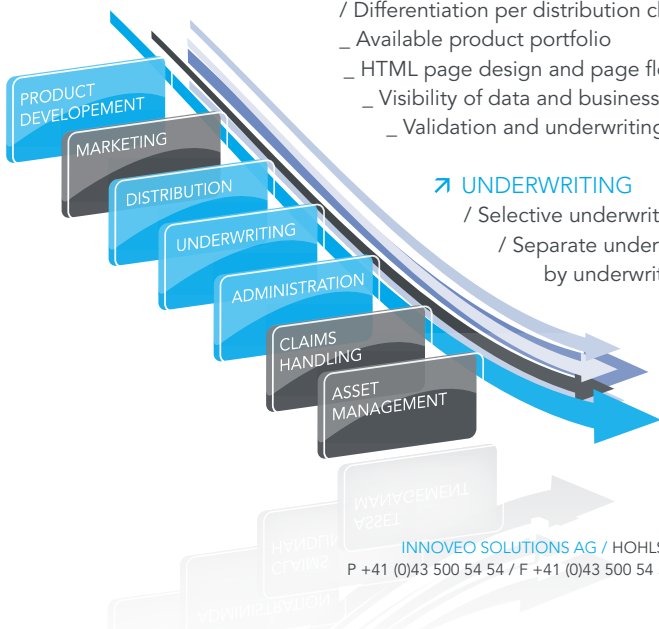
↗ **DISTRIBUTION**
/ Distribution channel specific configuration of sales processes
/ Differentiation per distribution channel of:
_ Available product portfolio
_ HTML page design and page flow [individual CI / CD]
_ Visibility of data and business functions
_ Validation and underwriting rules

↗ **UNDERWRITING**
/ Selective underwriting rules automatically apply to specific distribution channels
/ Separate underwriting process available for exception handling by underwriting specialists

↗ **ADMINISTRATION**
/ Search and visualize information
/ Data update feature available

PRODUCT DEVELOPEMENT
MARKETING
DISTRIBUTION
UNDERWRITING
ADMINISTRATION
CLAIMS HANDLING
ASSET MANAGEMENT

CORPORATE FACT SHEET

**INNOVEO SKYE®
AGILE INSURANCE
FRONT OFFICE /**

↗ **INNOVEO SKYE® EDITOR**
/ Import product definitions [where available]
/ Configure products
/ Configure distribution channels
/ Configure business module visualization
/ Configure business process [page flow]
/ Configure validation and underwriting rules
/ Configure authorization profiles

↗ **INNOVEO SKYE® BUSINESS MODULES**
/ Dynamic visualization of HTML pages
/ Context sensitive generation of page flow
/ Profile specific validation of data entry
/ Premium inquiry
/ Offer creation
/ Shopping cart to handle offer variants & product bundles
/ Application creation and data transfer to contract
/ Inquiry of Customer / contract / claims / commission / etc.
/ Business reports

**INNOVEO SKYE®
ARCHITECTURE AND
TECHNOLOGY /**

↗ 4-tier scalable architecture [Services Oriented Architecture / J2EE]
↗ Stack independent – runs on commercial and open source stacks
↗ Top level security [banking standards]
↗ Use of WebServices / Portlets / JSF Facelets / RichFaces / JSF Page flow / AJAX / HTML …

**INNOVEO SKYE®
PRODUCT AND SERVICES /**

↗ **AGILE INSURANCE FRONT OFFICE**
/ Innoveo Skye® Software
/ Innoveo Skye® Support
/ Innoveo Skye® Training and Certification
/ Innoveo Skye® Stack Certification

↗ **CONSULTING SERVICES**
/ Architecture and Software Engineering
/ Infrastructure
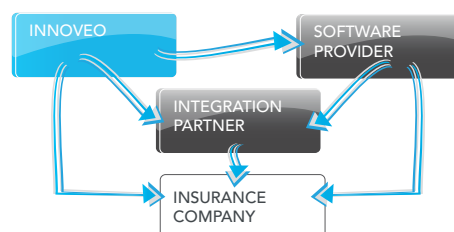/ Security
/ Performance Tuning

**INNOVEO SKYE®
KEY BENEFITS /**

The manufacturing industry experienced tough market competition decades ago. It found a way to efficiently manage vast product variability by implementing models, concepts and principles which facilitate mass production and product individualization at the same time. Innoveo adapted the industrial approach to meet the needs of the insurance market. A generic, configurable insurance product catalog enables the definition of an unlimited number of products and services for all lines of business and all distribution channels.

↗ **INNOVEO SKYE®**
/ enables the multi-channel distribution of products and services [B2B / B2C / B2E]
/ covers all lines of business [property & casualty / individual & group life / health]
/ enables product bundling [incl. 3rd party insurance products or services]
/ supports multi-languages and multi-currencies and multi-back-offices
/ integrates with Portals / CRM / CMS / MetaDirectory / etc.
/ is based on a modern, scalable SOA and Java EE
/ reduces time-to-market and costs

**COLLABORATION MODEL
AND PARTNERS /**

↗ Innoveo runs a cooperative business model, where different partners can be involved based on the individual customer situation and priority

↗ Innoveo collaborates with several national and international partners, like Adcubum, COMIT – a Swisscom company, Hewlett-Packard, and others

MANAGEMENT /

NICK STEFANIA
Founder / Chairman of the Board /
Managing Partner

DIDIER BECK
Founder / Board Member / Managing Partner

BRUNO VON ROTZ
Board Member /
CEO and Member of the Board at Wyona

ENRIQUE PANCHO NUNES
Board Member /
Professor for Strategic Management
at EMLYON Business School, France