

AGENDA

- SETTING THE SCENE
- THE EXPECTATIONS
- DRIVERS
- BENEFITS
- EXAMPLES
- WINDING UP



THE SCENE

Insurance product is intangible

Claims
experience
brings reality or
tangibility to
the product

Claims
experience
plays an
important role
in customer
retention

Claims
experience
influences the
client's
perception of
insurance

Claims

STRATEGIC COMPETITIVE ANCHOR PHYLOSOPHY PIVOTING POSITIONING

THE CLIENT NOW

- Knowledge
- Access to information
- Technology
- Choices
- Time conscious
- Demands : attention, convenience, trust







EFFICIENC\

TRANSPARENCY



SPEED, EFFICIENCY AND TRANSPARENCY DRIVERS **CULTURE**

PROCESSES

SYSTEMS

PEOPLE

COMMUNICATION

BENEFITS

REPUTATION

COMPETITION

REGULATION

COSTS

CLIENT

REVENUE



EFFICIENCY

Drones, satellites, automation, online, real-time, networks



SPEED

Telematics, data, video imagery



TRANSPARENCY

Chatbots, call centers, message alerts

"The great aim of education is not knowledge, but

action."

Herbert Spencer