



Powerful Insurance Analytics



Q-insure

— Health Insurance —

To,

Dear Sir,

It gives me great pleasure to enclose herein the details of Q-insure, our Comprehensive analytics solutions for your organisation.

Team Computers has developed an insurance analytics product, Q-insure, which will help you and your team.

- A ready to use framework
- Dashboards/Analysis/Reports for all insurance verticals
- Pre-built insurance KPIs

We help you and your business by providing, among other benefits,

- Bird's eye view of your business' performance
- Key insights on revenue and payouts
- Top performing products and channels

We have a history of working with large insurance service providers such as HDFC Life, Aviva, Bharti Axa, Dhipaya and California Casualty. This exposure enables us to have a unique perspective in performance improvement measures.

We are very excited about presenting to you the possibility of making analytics work for your business to answer the dynamic needs of the market.

We are grateful to have the chance to tell you about our framework and look forward to take this ahead.

Warm Regards,

Sunil Kathuria

sunil.kathuria@teamcomputers.com

+91 9899025754



What is Q-insure?

A powerful insurance & analytics solution to improve business performance.

Q-Insure is an out-of-the-box business intelligence & analytics solution that reveals actionable insights across the insurance value chain.

The solution has:

- Pre-built measures & dimensions
- Key Performance Indicators
- Adhoc Reports generation flexibility
- Drill Downs & Drill Through
- Various Insurance Data Sources connectivity.
- Maximum ROI with Faster Deployment

We provide high-end analytical solutions based on sound understanding of the KPI's to identify operational inefficiencies and remove process bottlenecks.

Insurance Analytical needs:

- Information Visibility
- Performance Management
- Improved Insights
- Informed Decision Making
- Time to Market
- Improved Accuracy & Efficiency

CEO's Dashboard

The Management dashboard gives the leadership team a bird's eye-view of all the key functions and mission critical aspects of the business. This dashboard broadly covers the key functional areas encompassing the complete Insurance business.

Key measures include:

- GWP, EP & Claims Analysis
- Target vs Achievement (LOB, Channel, Branch)
- Loss Ratio Analysis
- Growth Analysis, Top / Bottom Agents / Channels, Geography-wise Analysis
- Improved Accuracy & Efficiency

Showcases tactical scenarios of the business which can help in business strategies



Operations Analytics

- Policy Issuance Delay
- Policy Excellence
- Policy Accuracy
- Payouts
- Cheque Bounce Analysis
- Turn-Around-Time
- New Business
- Collection of Premium
- Complaint Settlement
- Leakage Analysis (Declined, Cancelled, Postponed)

Claims & Loss Analytics

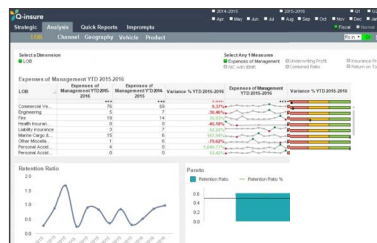
- Gross & Combined Loss Ratio
- Claim Incident Rate
- Claim Triangulation
- Incurred & Outstanding Claim Analysis
- Claim Settlement & TAT
- LOB & Channel-wise Analytics
- Incurred but not reported

Profitability

- Combined Ratio
- Gross Commission Ratio
- Expense Ratio
- Outstanding Loss Amount
- Insurance Profit
- Investment Income
- Profit Before Tax
- RI Commission (Paid)
- RI Commission (Received)
- Underwriting Profit

Reinsurance

- Risk & Loss Profile
- Treaty vs Facultative Split
- Pricing Trends
- Claim Reserves
- RI Paid & Received
- Gross & RI Loss Ratio
- Retention Percentage
- Sum Insured Trend

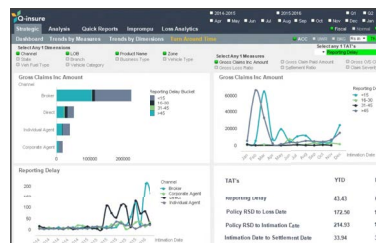


Underwriting and Actuarial

- LOB-wise Rate Movement
- Renewal Due vs Received
- Monthly Installment Due
- Sales vs Claims
- Customer Profitability
- Submissions, Quotes
- Customer Attrition Rate Persistency
- Customer Segmentation Analysis
- Marketing Campaign Effectiveness

Sales Analytics

- GWP, Net, Earned Premium
- Job & Product-wise Analysis
- Issuance & Cancellation Analysis
- Commission & Incentive Analysis
- Manager's Performance & Productivity
- Branch Productivity
- Activity Ratio



What's New with Q-insure?



Insurance Analytics on mobile. Q-insure Analytics. Anytime. Anywhere.

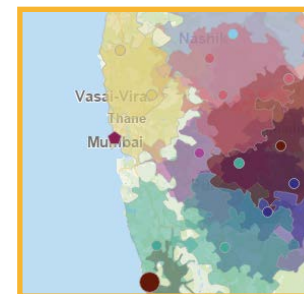
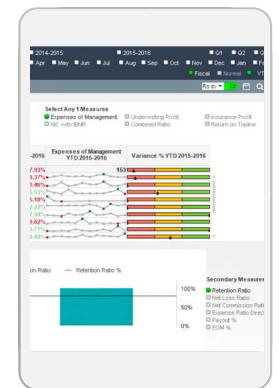
Ever got a completely random thought while driving, while eating or while sleeping and picked up your phone to find out more? Now, do the same when you have questions and thoughts about your business!

Bring the power of Analytics to your distribution force.

An all-in-one solution for the Analytic needs of your organization.

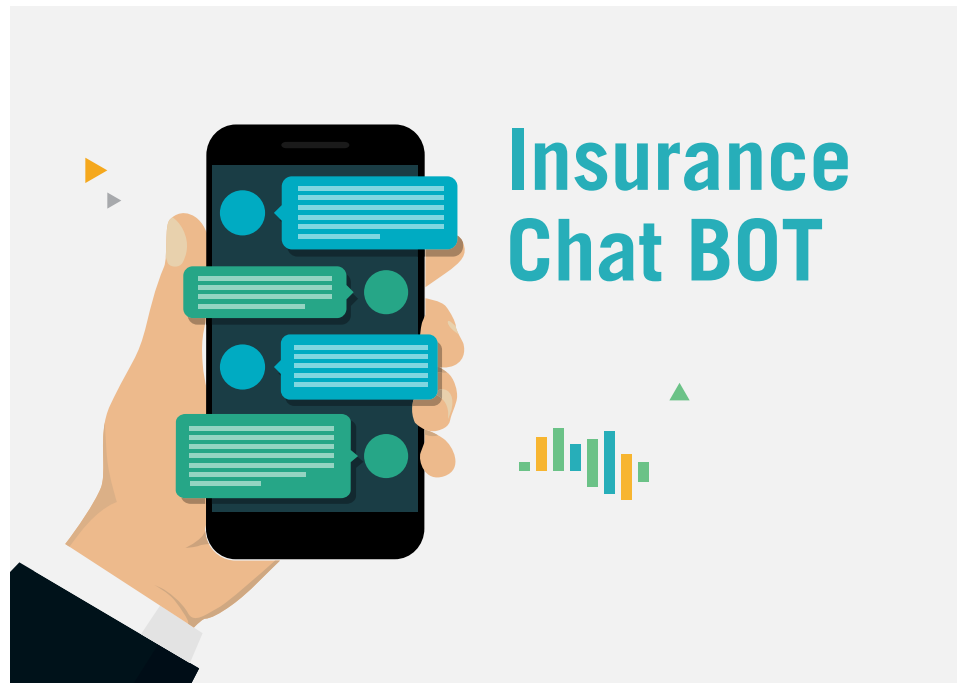
Make it possible for them to receive actionables such as renewals to be collected and combined with informatives such as contest standings and access to all the information and documents they need to do their efficiently.

All through a single portal!



Constrained by your current mapping capabilities? Enhance your insights with geoanalytics

- Identify untapped sales opportunities based on existing coverage maps
- Analyze your agent network and their reach, to maintain an even spread across your business geography
- Identify business cannibalization between branches



Insurance Chat BOT

Augmented Intelligence on Mobile

Access anytime anywhere

- Take Analytics to mobile
- Create curated dashboards for mobile
- Have visual access to data across top management

Analytics Available on Chat

- Ask questions and get answers
- Directly from data, no human intervention required
- Create visuals based on queries
- Continuously evolving to suit your viewing habits and preferences
- Reference based dashboards, anytime anywhere

Team Computers helped California Casualty improve sales conversion rates by 25%



Challenges



Reorganization and streamlining of reporting systems



Elimination of multiple reporting tools and constant data reconciliation



Implementation of 'one version of the truth' solution across information silos

Solutions



Creation of Unified Data model:

To single-source dashboards, analytics and corporate management reporting to 50 Users



Driving customer value & business performance:

Analysis of financial and actuarial data, call centre leads management, telesales and customer service, regulatory compliance and policy management through Qlikview



Analysis of over 1 TB of data:

Integration and analysis of upto 400 million rows of data that end users can mine on their own with 0 reliance on IT staff

Return of Investment



Improved lead conversion rates by 25%, leading to an additional 200 sales per month



Increased average telesales by agent from 1.6 to 2.0 per day



Reduced time and IT resource requirements for regulatory reporting by 60%

HDFC Life Accelerated Business Growth By 17% With Team Computer



Challenges



Eliminate the multiplication of data and its existence in silos.



Accelerate business growth and improve market standing.



Reduce response time to customers and enhance satisfaction.



Provide a strategic decision making model to management.

Solutions

QlikView business discovery to strategic decision makers in key business functions - in under four weeks. The solution is also available on mobile devices to these users. The organization users intend to roll the solution out to operational decision makers as well, in the near future.



Benefits



Delivered dashboards to key business functions in under four weeks.



Achieved overall cost savings of US\$400,000 in two years.



Accelerated business growth by 17 % in two years.



Increased customer response time by 50%

Why Team Computers

Team Computers is a 29 year old IT consulting and system integration company. We have created our niche in Business Analytics, Business Applications, Google Solutions, IT Infrastructure Solutions and Managed Services, headquartered in Delhi.



1800+ Satisfied Customers



250+ Supported Locations



Certified Project Management Professionals



Certified Change Management Professionals



24/7 Email and Phone Support

Customers



Contact Us:

Sunil Kathuria
sunil.kathuria@teamcomputers.com
+91 9899025754

Team Computers Pvt. Ltd.
A Square Building, Plot No. 278
Phase 2, Udyog Vihar
Gurgaon - 122002
India

Thank You