



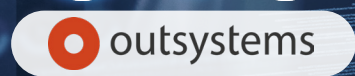
Policy Administration System (PAS)

A Competitive Advantage for Insurance Leaders

Consulting | Strategy | Innovation | Delivery | Support



Partner of the Year



“The COVID-19 pandemic has created operational challenges for the insurance industry unlike any before. As CIOs shift from response and recovery to renewal, they will need to close policy administration capability gaps to establish a solid foundation for the future.”

Source: Gartner

Go to market faster

The days of waiting 6 months or more to launch new products are finally over. You already know how cutthroat the insurance industry is. A competitor launches a new product that the market loves, and you can lose clients before you get a chance to respond.

That’s because old ‘legacy’ systems are slow and difficult to change. They’re also expensive to run and programming them requires advanced coding skills.

What if there was a better way?

We couldn’t find it so we built it for you

In our work with the insurance industry, we realised the days were numbered for existing complex and cumbersome PAS systems. There is much better technology available. But no one had taken advantage of this and built something specifically for the needs of the Australian insurance industry. So, we have.

Without going into technical details (that’s a separate conversation with your head of IT) we use a new ‘minimalist’ coding language. It means we

can configure a fit-for-purpose PAS for you in only 3 months.

Your rules and regulations. Your products. A simplified user interface your staff will find as easy to use as an iPhone.

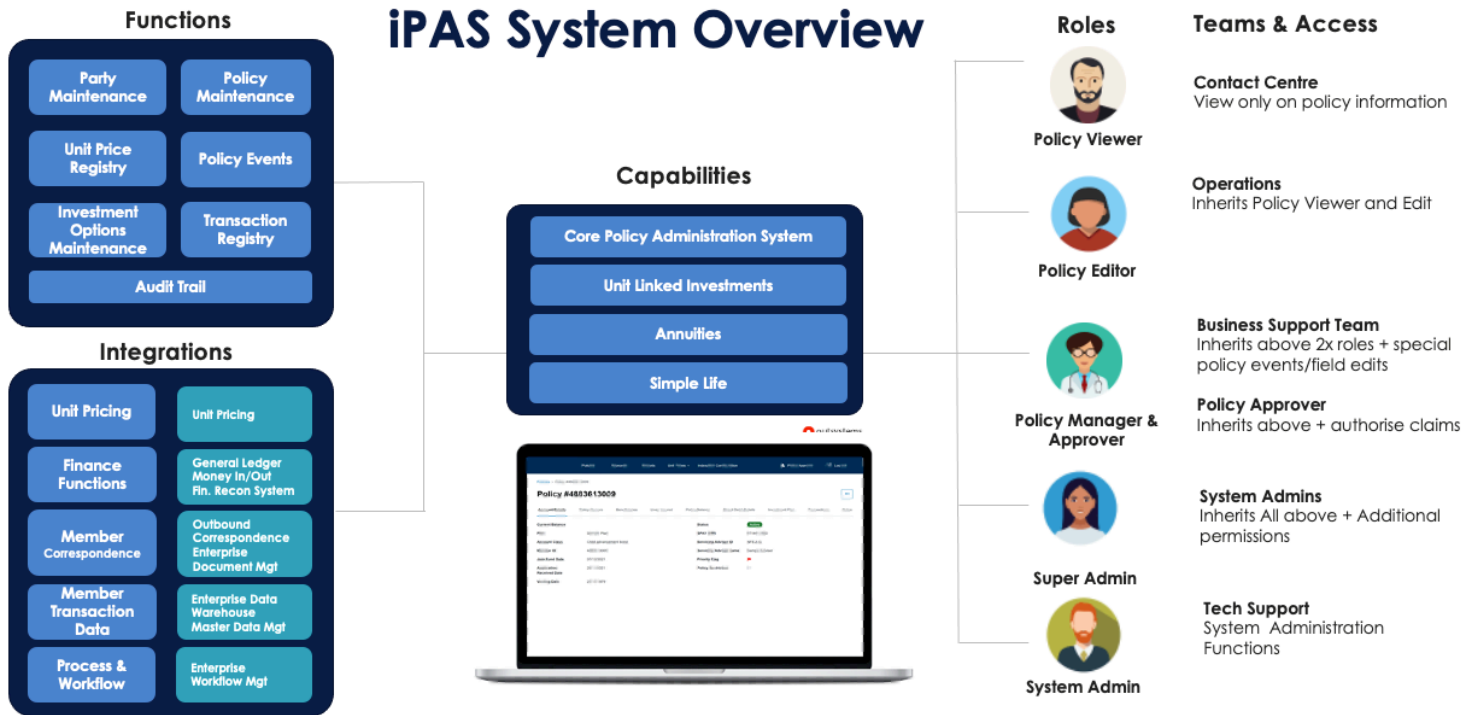
What can iPAS do?

It will make doing business faster and cheaper. You will be able to quickly adapt to market changes and keep a step ahead of your competition. You will also have an excellent view of every client’s history with you on a single screen.

iPAS will:

- ✓ Reduce your license and operating costs compared to slow and expensive legacy PAS systems
- ✓ Allow you to get new products into the market faster so you can stay ahead of your competitors
- ✓ Will help you reduce churn to competitor offers
- ✓ Give your staff the data they need for their role quickly and easily
- ✓ Reduce your dependency on expensive technical SMEs/vendors to maintain your PAS systems
- ✓ Finally retire/decommission outdated legacy systems

iPAS System Overview



iPAS in action

A large insurer recently acquired another life insurance company. There was a need to separate the purchased insurer from its parent by a set deadline.

They had around 11,000 active policies. The separation required everything to be moved into a new PAS. DB Results was engaged to deliver iPAS.

The system was so successful it was extended to support capability for Annuity products and Deferred and Allocated Annuities.

Business benefits

- ✓ The iPAS solution was half the cost and took a third of the time to implement compared to other solutions
- ✓ iPAS has delivered reduced ongoing running costs (a core strategic objective). It is now being used to consolidate other legacy PAS's and help plan future acquisitions
- ✓ The system has paid for itself many times over and it's only been active a short time

Your next steps

If you know that your legacy systems are holding you back and costing too much, then it's time to

talk to us about iPAS.

There are two main conversations we need to have. The first one is a business conversation so you see for yourself how iPAS can get you to market faster and save you money.

Once you see that for yourself then it's time to get the technical people together and finalise the requirements, timelines and what your investment will be.

You're dealing with the best

DB Results is Australia's leader in digital business and technology consulting. We have deep experience in executing digital transformation strategies for the insurance industry.

At DB Results we don't focus on technology. Instead, we focus on the measurable results it can bring to your business. We don't rest until every dollar invested brings many more back to your bottom line.

In an era where 60% of digital transformation projects fail, we are proud to have a 100% success rate for our clients.

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