

The Modern Data Platform - Getting the most from your data



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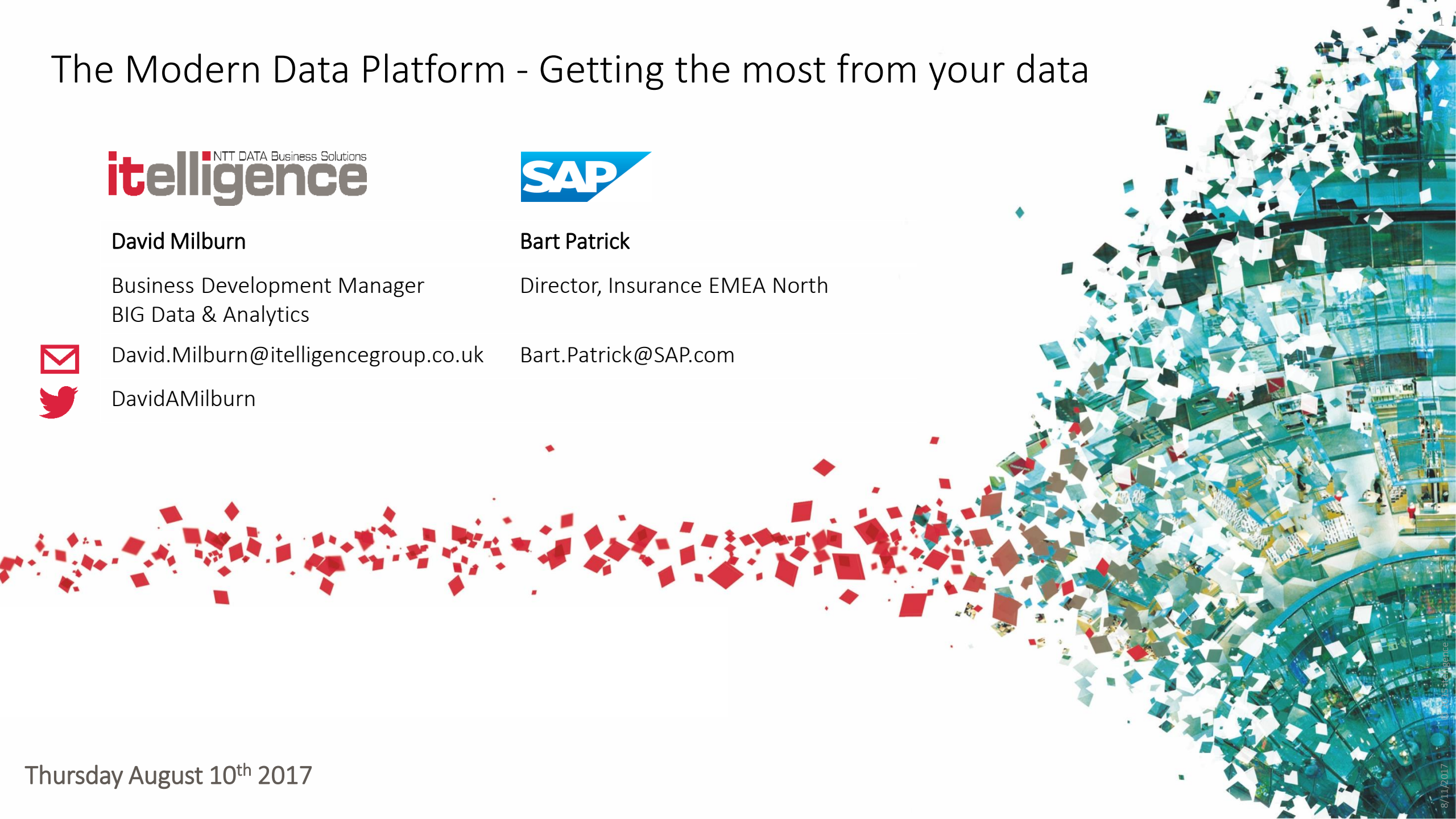
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Challenges | Gartner's "NEXUS of Forces" & Digital Disruption

Cloud 


- Flexible, Elastic Deployment
- Subscription Licensing
- Accelerated Release Cycles
- Less Requirement for Internal IT Skills

Mobile 

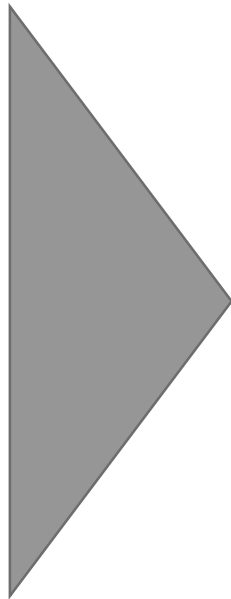
- Mobile access – anytime, anyplace, anywhere
- Cross Platform – Phone, Tablet, Laptop, iOS, Android, Windows, osX

Social 

- Identify, understand, engage and influence the conversations that are being had about you, your brand and your products

Analytics 

- Leverage all data that is available **inside** and **outside** the organisation in order to deliver insight and drive performance



Risk mitigation

Risk mitigation will be improved by **using the new technologies of artificial intelligence and machine learning**



Disruptive competitors

Disruptive competitors will challenge by **adopting an innovative approach that enables rapid development** .



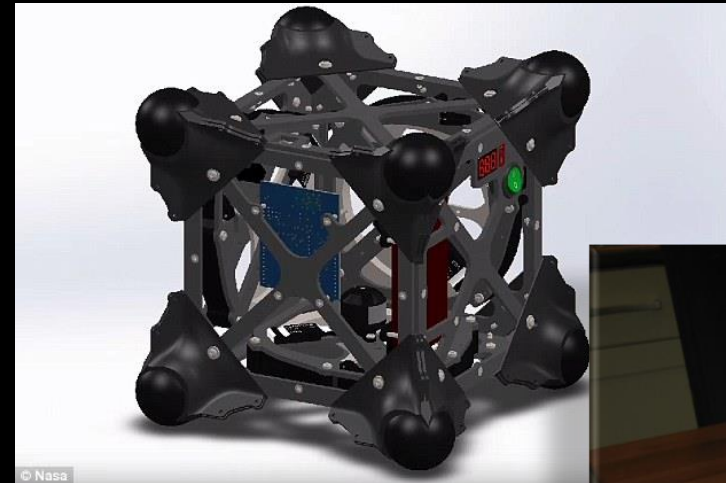
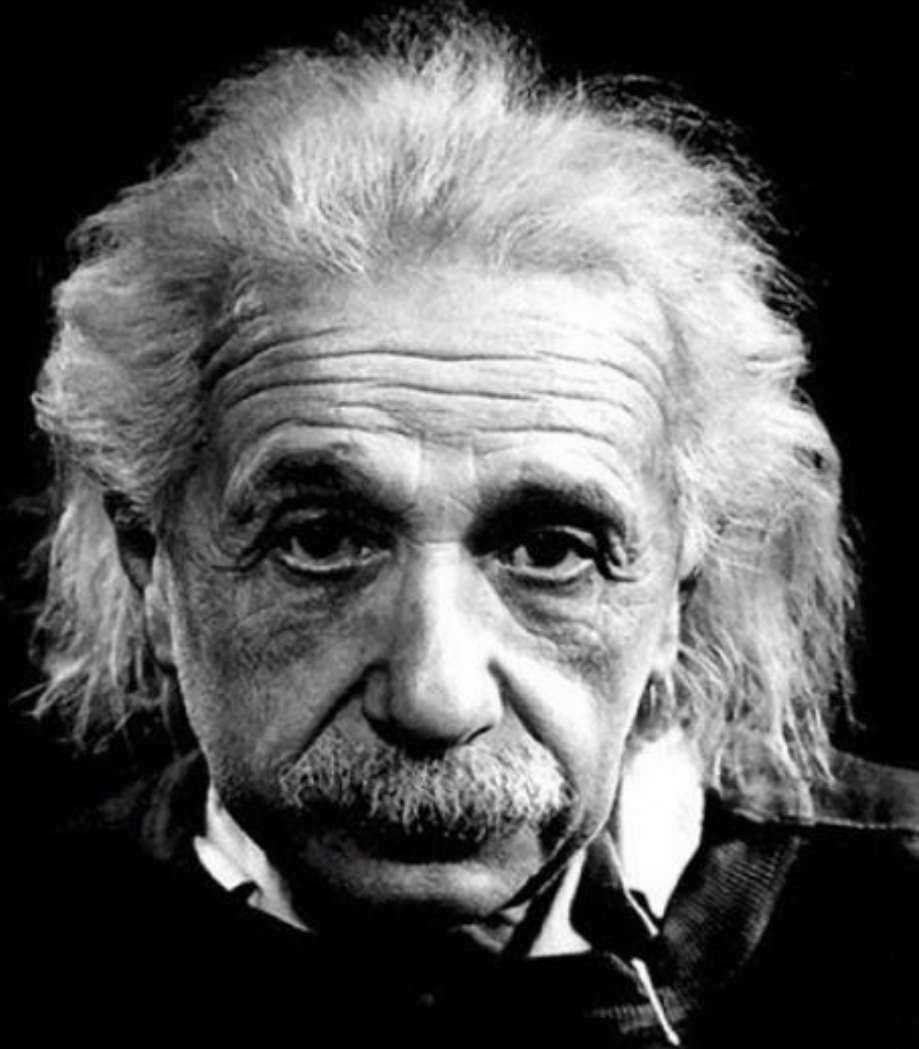
Connected networks

Connecting policyholder's ever-growing **IoT data will provide an opportunity to deliver innovative product offerings and services**



A new response is required

We can't solve problems by using the same kind of thinking we used when we created them.



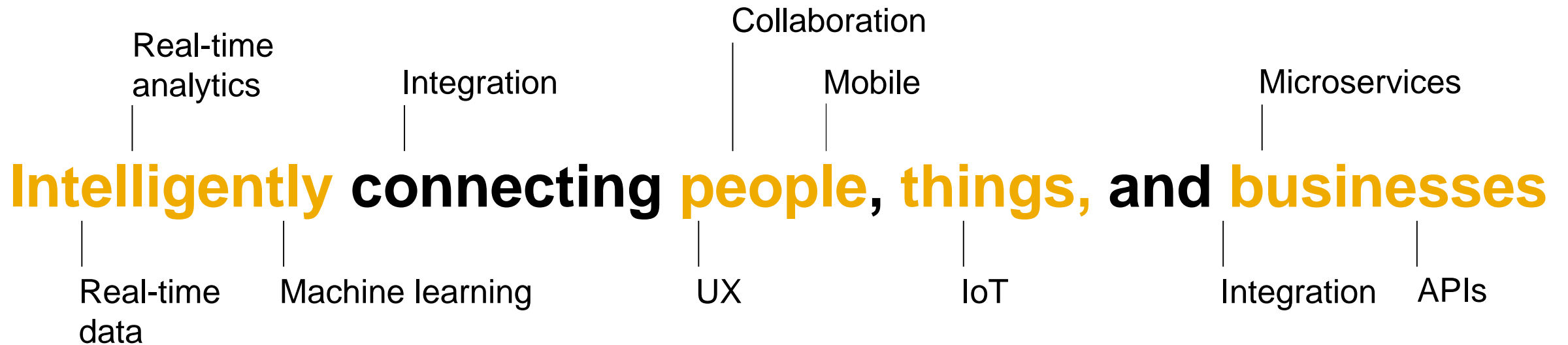


The Modern Data Platform

Responding to the evolving business needs

Digitalisation – why a modern data platform matters

What needs to be done to help every FS company to overcome their structural issues?



5 strategic priorities for insurance companies

How Insurers are preparing for the digital revolution – but without a modern data platform, well...



Digital Business Insurer

- **Policyholder's behavior** and points of view **will drive** which **products and services** are offered, when and where.
- Specialization of **Policyholder requirements will impact every aspect** of the insurance value delivery



Connected Insurer

- Track **data from the intelligent connections** between people, businesses, things, processes, channels and devices
- **Share** this meaningful, actionable sensor information **across** their **enterprise** on one secure platform **to optimize channel management, product creation and service delivery.**



Data driven Insurer

- Take **action on key insights provided by Internet of Things** applications and related insurance services.
- **Simplify the process of collecting customer data** from disparate equipment types **to make more effective, informed decisions** and realize the full value of IoT.



Consistent & customized omnichannel experience

- Attract and keep Policyholders by **managing an integrated, multichannel environment**
- Create **consistent, loyalty-building experiences** that will help them **meet the expectations of policyholders** in today's digital world.















Product Agility

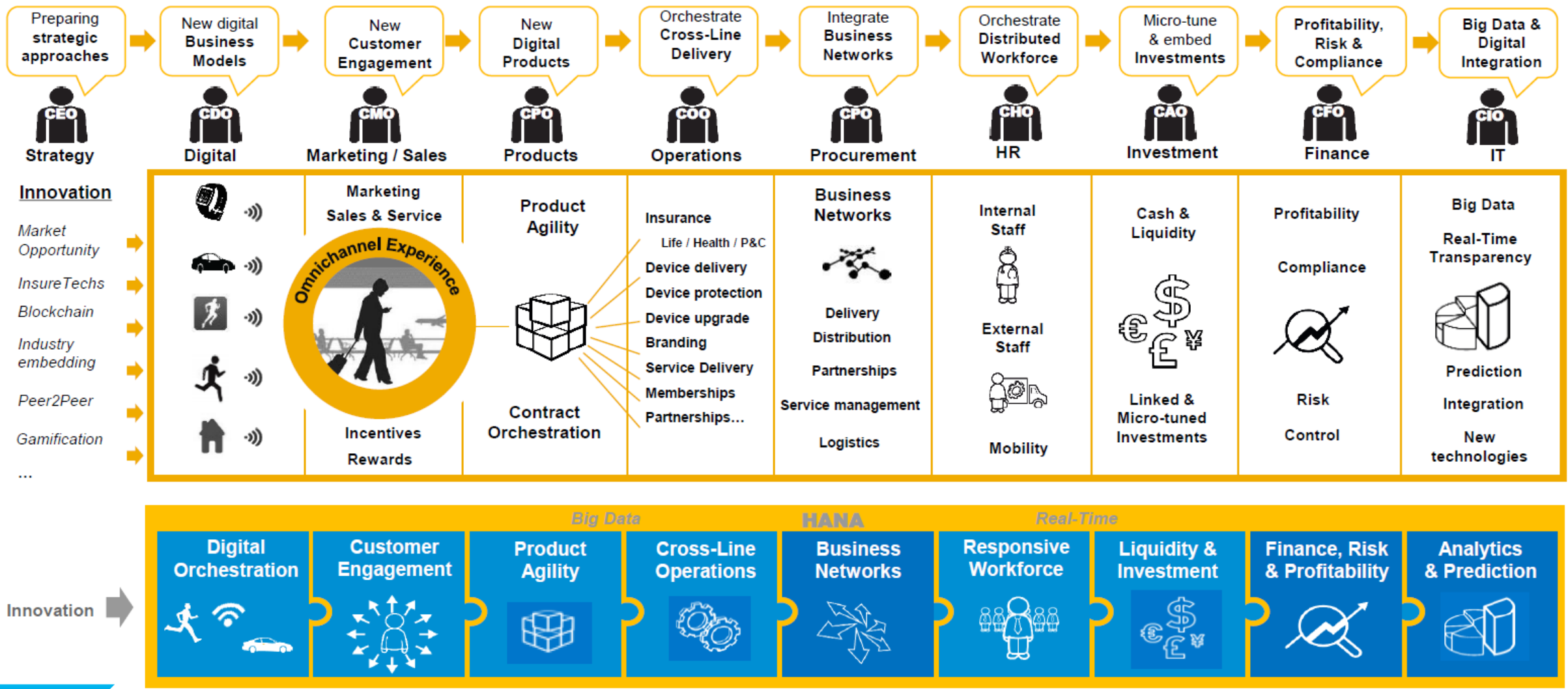
- Deliver **innovative products to market quickly**, while maintaining existing products more efficiently.
- **Bundle products** across lines of business, and even **with noninsurance products and services**, to cater tailored products to specific policyholder segments and distribution channels.

Away from technologies towards a Platform: Re-imagine the future

- **Modern Data Platform** Services underpinning SAP Applications
- Support for **Open & Agile** business development
- Support for **modern responses** to business needs e.g. Gartner Nexus
- **Tighter integration** between “applications” and “business analytics”
- **Simplified** IT platform & TCO
- **Avoid** “death by 1000 Insurtech cuts”
- **Cloud, On-Prem & Hybrid** deployment

 <p>Collaboration</p> <p>Bring together people and securely access and share business content</p>	 <p>User Experience</p> <p>Deliver personalized, responsive, and simple User Experience at scale</p>	 <p>Integration</p> <p>Securely integrate your cloud and on-premise applications</p>	 <p>Analytics</p> <p>Embed advanced analytics into your solutions and gain real-time insight</p>
 <p>Internet of Things</p> <p>Quickly develop, deploy and manage real-time IoT applications</p>	 <p>Security</p> <p>Tightly manage and monitor user access and security services</p>	 <p>Mobile</p> <p>Deliver enterprise-grade native and hybrid mobile apps</p>	 <p>Business Services</p> <p>Utilize Business Services from SAP, partners, and ISVs</p>
 <p>Runtimes & Containers</p> <p>Leverage various runtimes and programming models</p>	 <p>Data & Storage</p> <p>Eliminate the divide between transactions and analytics</p>	 <p>DevOps</p> <p>Increase developer productivity by simplifying development & operations</p>	 <p>Machine Learning</p> <p>Power intelligent applications with machine learning</p>

SAP Cloud Platform: Preparing our clients for the future of Insurance



Data, Storage & Integration in a nutshell

What is required?



- In-Memory, Relational Persistence & High Performance for mission critical applications
- Big Data Services – Hadoop, Spark, Hive, Pig etc.
- Object-Relational & NoSQL store
- Unstructured document service based upon OASIS CMIS standard
- ACID compliance where required
- Data Integration, Data Streaming, Data Synchronisation, Messaging and Federated Access
- Process Integration, Workflow & Business Rules Management
- API Development

Storage and integration requirements all under one roof (on-prem, Cloud, Hybrid)



Analytics evolution with a modern data platform



- Analytics embedded into applications / workflows
- Real-time view of current & historic transactions
- Predictive & Advanced Analytics
 - ✓ Statistical & Mathematical modelling
 - ✓ Geospatial Analysis
 - ✓ Text Mining & Sentiment Analysis
- Streaming Analytics
- SaaS analytics cloud delivery
- Uncover trends in time series data
- Agile data preparation – simplify discovery & data shaping

Analytical requirements all under one roof (on-prem, Cloud, Hybrid)



Why machine Learning needs a modern data platform.



- Process automation & innovation
- Natural Language Processing Services
 - ✓ Documents
 - ✓ Emails
 - ✓ Social Media
- Image Processing Services
 - ✓ Classification
 - ✓ Feature extraction

Analytical & data requirements all under one roof (on-prem, Cloud, Hybrid)



What will Application Development look like?



- Integration baked in
 - Mobile & Web Based IDE
 - ✓ iOS, Android, Windows SDK
 - ✓ App & Device Management
 - UI Themes
 - Collaboration & Omni-channel
 - ✓ Development
 - ✓ End user services
 - Modern Standards – Java, HTML5, CSS, Javascript, node.js, Python, Ruby, Adobe, Odata
- ➔
- Focus shift from internal admin to policyholder admin
 - Development shift from core admin development to policyholder service development

Development requirements all under one roof (on-prem, Cloud, Hybrid)



Meteoprotect – Agriculture weather protection

VIVALDI PLATFORM DISCOVER ITS FEATURES

01 REQUEST A QUOTE
Using a simple and intuitive interface, get a quote in only 5 clicks.

02 TRANSMIT THEM
Just click it and your quotes will be transferred to your insurer for validation.

03 RECEIVE YOUR CONTRACT
After validation, you will receive by email all details of your cover.

04 FOLLOW YOUR CONTRACTS
At any time, you can check the status of your current contracts. At the end of the coverage period, you automatically know if you are compensated.

[GET STARTED](#)

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VIVALDI PLATFORM

ONLINE QUOTE

1 SELECT A CROP

2 SELECT A RISK

3 SELECT A PRODUCT

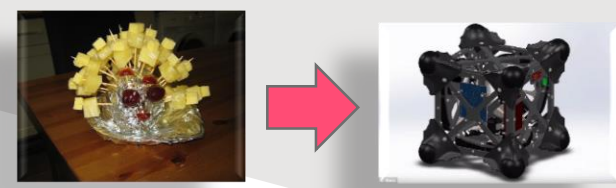
4 SELECT A STATION

[RESET](#) [QUOTE](#)

WEATHER STATION ONLINE HELP

On the map, click on the station of your choice, or
In the form, select the department and the station that are closest to your operation.
Don't worry if it is too far from your farm: you can adjust your assurance by fine-tuning the triggers on the customization screen.

Modern Data Platform: Re-imagine a new hedgehog



1
Define the
business services



2
Source the data
you need



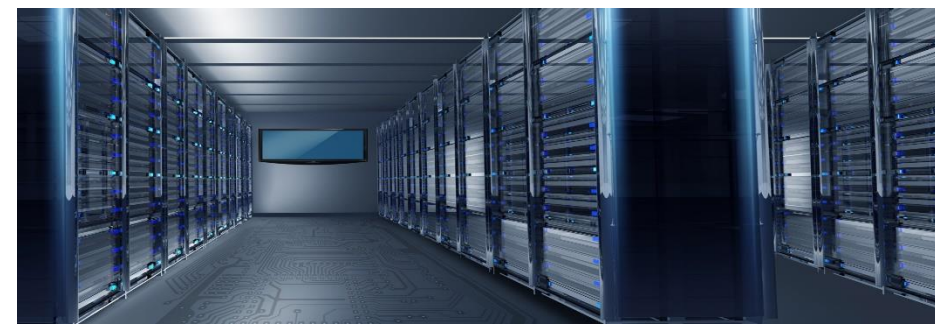
3
Do an initial
evaluation



4
Design your
architecture



5
Implement the
initiative



Design Thinking & Business Consulting Workshops

1. Explore Use Cases
2. Explore Business opportunities
3. Solution thinking

POV Infrastructure

1. Provision data, profile, assess
2. Evaluate possible technologies
3. Assess organisational impact

Business Model & Systems Design / Implementation



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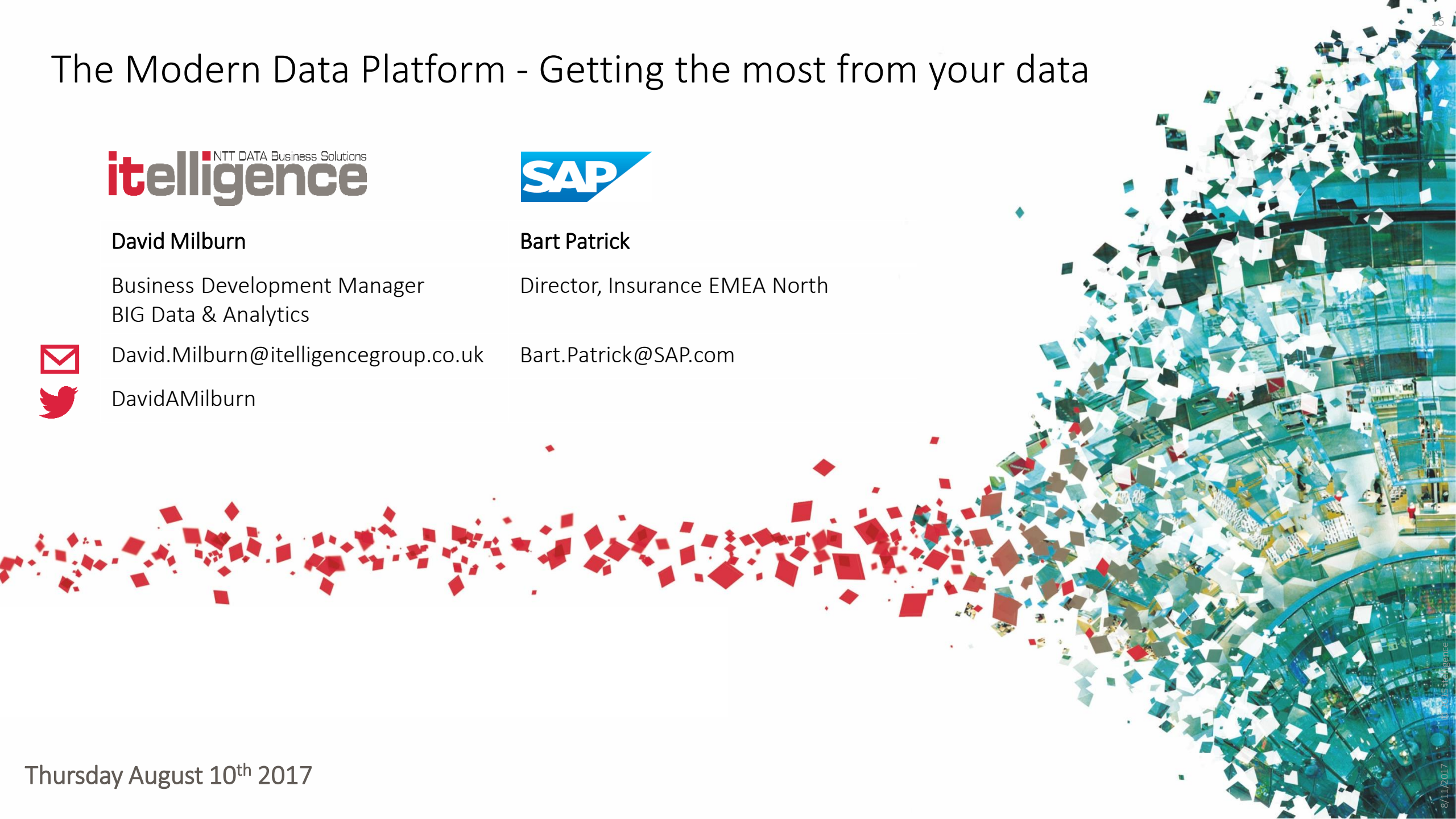
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