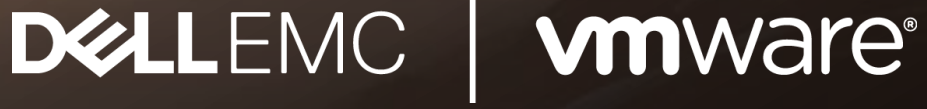
Creating the Digital Future Together for the London Insurance Market
DELL EMC
vmware
DELL Technologies

Dell Technologies is a **unique family of businesses** that provides the essential infrastructure for organizations to build their digital future, transform IT and protect their most important asset, information.

Dell Technologies consists of 7 brands:



Our Purpose

We create technologies that drive human progress

DELL EMC | vmware®

DELL Technologies

DIGITAL TRANSFORMATION

DELL EMC | vmware®

DELL Technologies

AI-Machine Learning
Reducing Cost and Fraud in the Insurance Industry
DELL EMC
DELL EMC | vmware

The future of AI is now

Why is AI so hot right now? A perfect storm that's driving demand in the Insurance Industry.

AI **Breakthroughs**

We can now **train machines** to use data to sense, learn, reason, make predictions and evolve.

Computing **Power**

Hundreds of servers now power algorithms, processing in real time, facilitating quick identification of trends and patterns.

More **Data**

There is increased **data available to fuel AI** — with more being generated every second.

1

DELL EMC | vmware®

DELL Technologies

Underwriting
Fraud Detection
Customer Service
DELL EMC
DELL EMC | vmware

Virtual Reality for
Insurance Innovation
DELL EMC | vmware

We believe we're at a turning point.

Wave 1

Destination

Wave 2

Portable

Wave 3

Immersive

VR & AR are part of a story of changing usage patterns to increase productivity

In this new world, the computer isn't **just** sitting on a desk or in your hand. **It's all around you.** Thoughtfully designed to make you more productive and your life easier. Letting you engage in more immersive ways. Inspiring you to collaborate more naturally. Even predicting things you need, before you know you need them.

“The I-PACE Concept represents the next generation of electric vehicle design,"

-Ian Callum, director of design, Jaguar

Dell Precision workstations powered the design and development of the Jaguar I-PACE Concept and the VR reveal experience.

DELL EMC | vmware®

Commercial VR the new frontier in Insurance

- Specific Training programs for Agents
- Simulations helping with safety practices
- VR Camera’s redefine how agents verify and handle claims
- VR used in Marketing and Advertising of Insurance products
- Legal and Historical (crime) Reconstruction
- Scientific Visualization
- Increase in Cyber attacks using AR applications
- Increased information Security Threats
- Health related risks

DELL EMC | vmware

IoT means **real benefits** right now in Insurance

Efficiency | Customer delight | Safety | New revenue

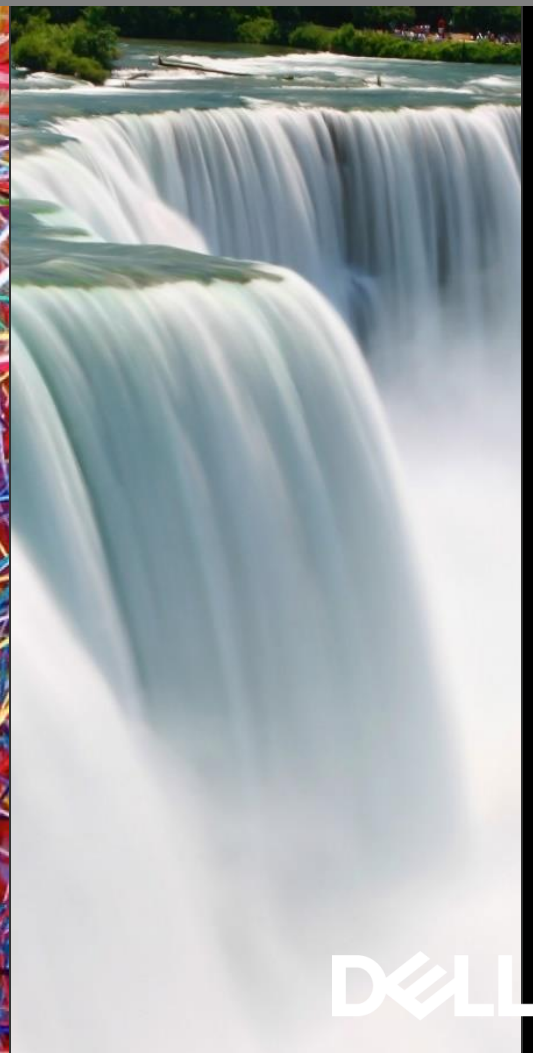
© Copyright 2017 Dell Inc.

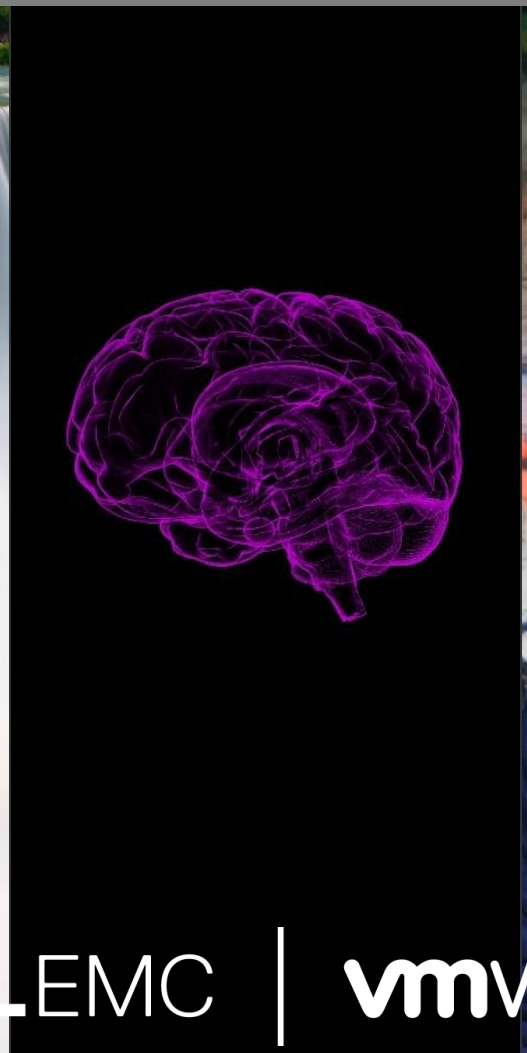
DELL EMC | vmware®

DELL EMC

IoT also means **real challenges**

Complexity | Data^{n} | Analytics | Security | Workforce



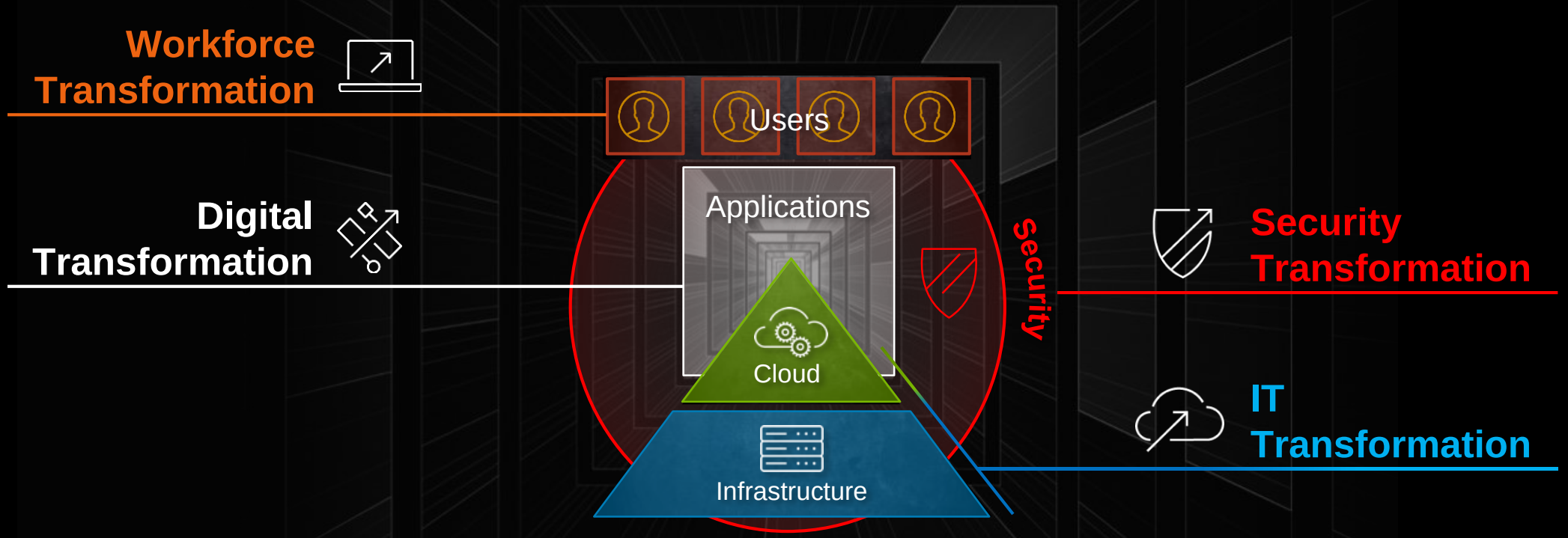


© Copyright 2017 Dell Inc.

DELL EMC | vmware®

DELL EMC

Begin Your Transformation



DELL EMC | vmware

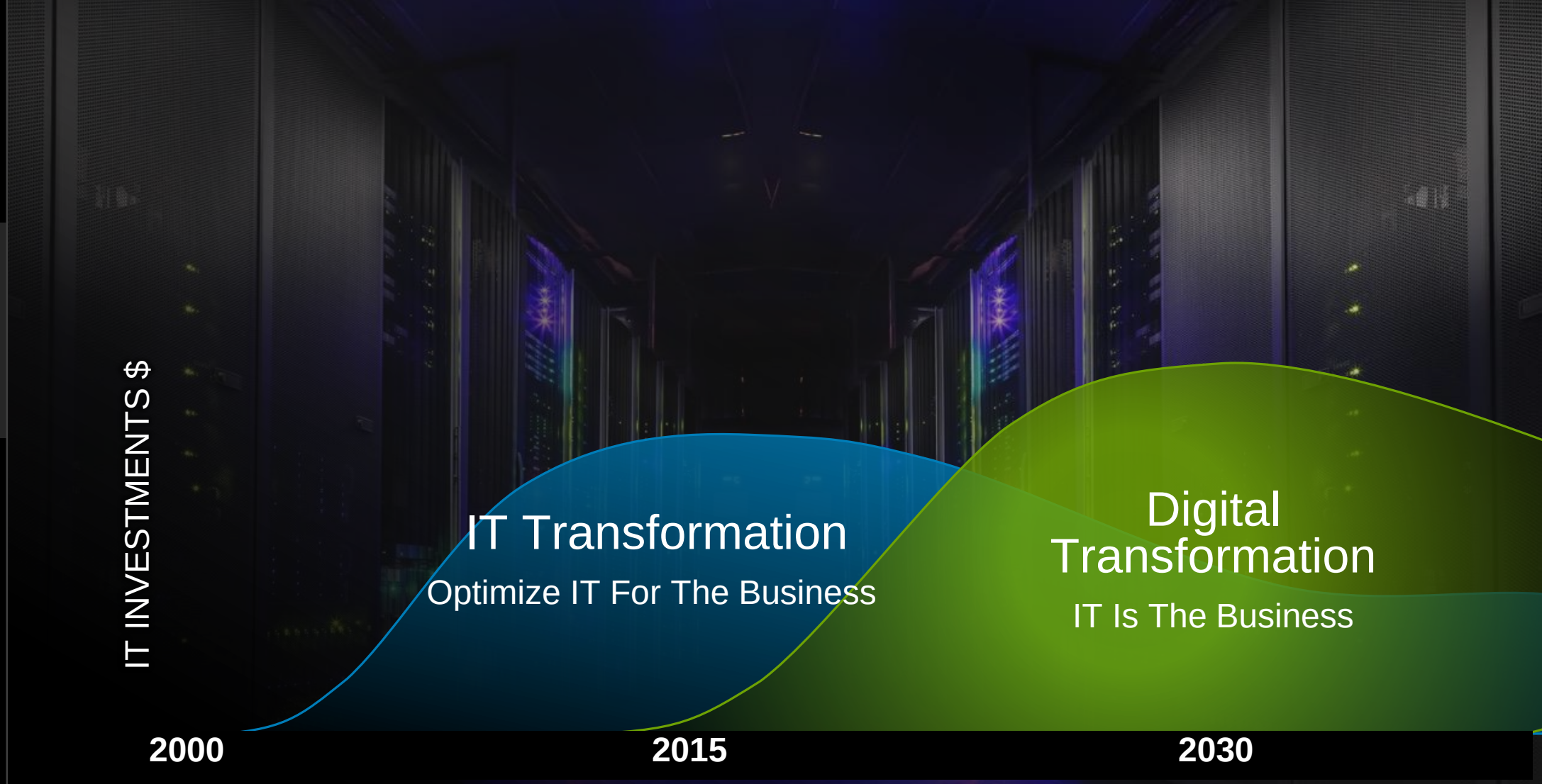
DELL Technologies

Digital Transformation

IT Transformation

Workforce Transformation

Security Transformation



DELL EMC | vmware®

DELL Technologies

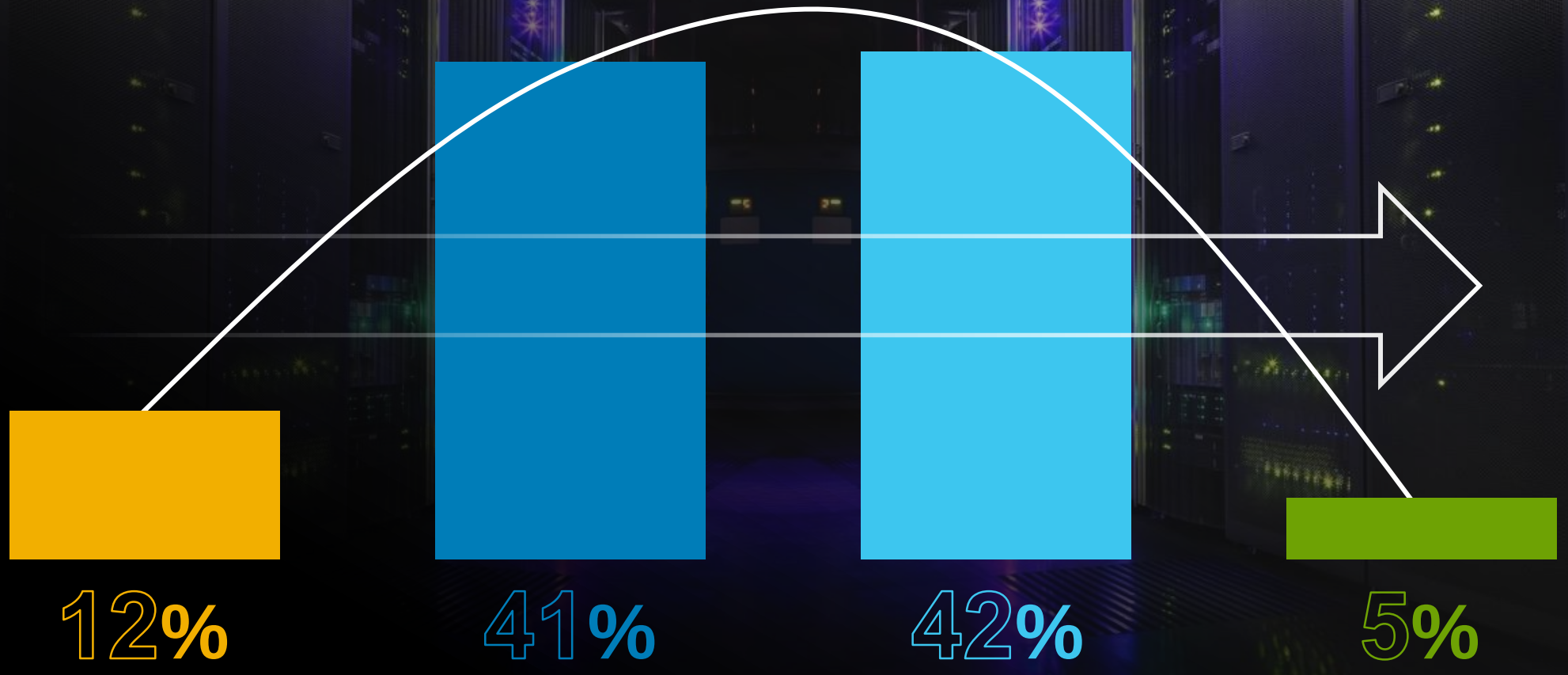
Digital Transformation

IT Transformation

Workforce Transformation

Security Transformation

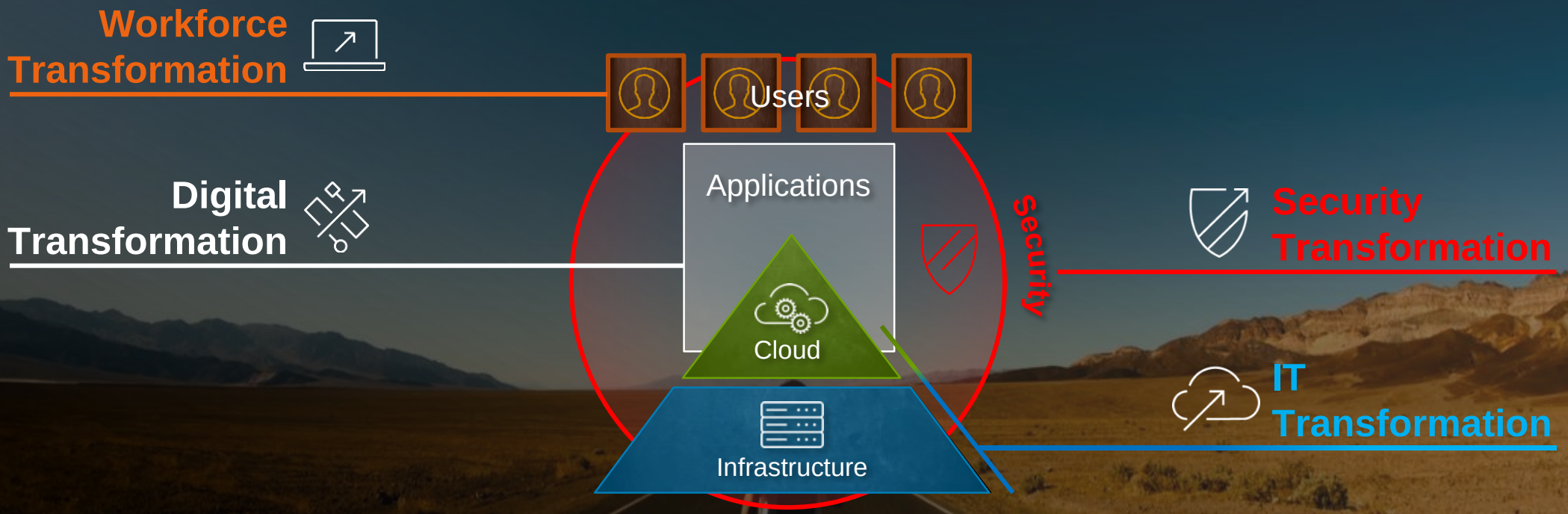
IT Transformation **Maturity**



DELL EMC | vmware

DELL Technologies

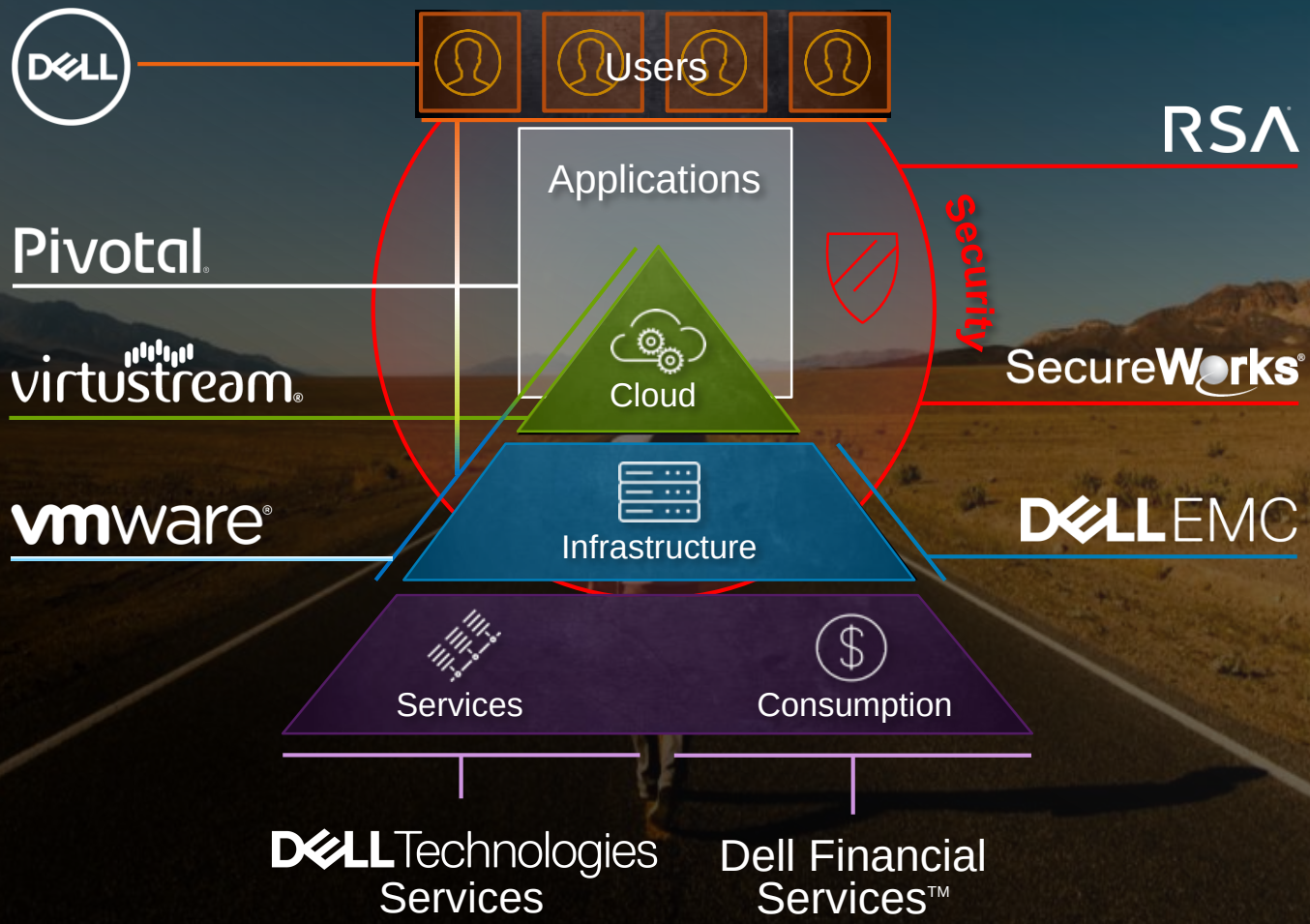
Spanning The **Entire IT Ecosystem**



DELL EMC | vmware®

DELL Technologies

DELL Technologies



DELL Technologies
DELL
DELL EMC
Pivotal
RSA
SecureWorks
virtustream
vmware
DELL EMC
vmware
DELL Technologies

REALIZE YOUR DIGITAL FUTURE

DELL EMC | vmware®

DELL Technologies