

### About TIA

TIA is an established policy administration provider with over 60 customers and more than 1000 implementation specialists. All TIA implementations are done through partners.

### TIA Integration

- TIA basic aspects, including policies, premiums, commissions, claim payments, claim reserving & runoff have been integrated into InsFocus.
- 112 reports available out of the box.
- 160 KPIs and 30 dimensions available out of the box.
- Measurements provided include premiums, commissions, policy counts, renewal statistics, earned & unearned premiums & commissions, claim counts, claim payments, claim outstanding estimates and profitability indicators such as loss ratio and loss frequency.
- Integration was a joint effort of InsFocus, iTree and NCDC (TIA partners) in consortium.
- Integration will be expanded to cover additional areas such as risks, objects and reinsurance.
- Report domains include marketing, underwriting, claims, actuarial, financial and audit.

### Benefits to Insurance Company

- Low-risk entry into business intelligence.
- A model that is already tailored to the TIA data & business processes.
- A proven solution used by many insurance companies worldwide.
- Implementation carried out by trusted TIA partners.

## InsFocus-TIA Integration

InsFocus brings 112 reports out of the box, with more than 160 KPI ready to be used, for TIA system.

InsFocus and its partners, iTree (Lithuania) and NCDC (Denmark), have integrated TIA leading core insurance system with InsFocus' integrated data warehouse model, effectively allowing any insurer using the TIA system to perform analysis and get key insights on their data using the InsFocus BI platform.

The integration covered the basic aspects of policies, premiums, commissions, renewal statistics, claim payments, claim reserving & runoff, as well as profitability indicators such as loss ratio, loss frequency and combined ratio. InsFocus BI's model was adapted to the TIA philosophy and processes, including policy/agreement separation, product/product-line and event/case/item hierarchy, and InsFocus' extensive library of more than 100 reports was adapted to the TIA model and is available out-of-the-box.

***InsFocus BI can now be deployed on any TIA implementation and provide a comprehensive business intelligence solution for insurance companies using the TIA system, and can be expanded to other subject areas such as risks, objects and reinsurance.***

### InsFocus BI

InsFocus BI is a business intelligence software suite containing built-in data management and analytics for insurance companies. Leveraging decades of insurance industry experience paired with BI and DW expertise, it brings advanced analytics to every part of the insurance business, including marketing, underwriting, reinsurance, actuarial, and accounting domains. InsFocus is used by companies worldwide, including Europe and India.

### Partnership with iTree and NCDC

iTree Group is a leading provider of enterprise technology solutions with a big focus on insurance, and a TIA Advanced Solutions Provider.

NCDC, a TIA Advanced Solutions Provider, is an expert in implementing, developing and operating the TIA insurance systems.

We at InsFocus, iTree and NCDC, have partnered to create an integrated business intelligence solutions for insurance companies using the TIA system.

# Case Study



## About InsFocus Systems

InsFocus is one of the leading business intelligence companies in the insurance industry.

Leveraging decades of insurance industry experience paired with BI and DW expertise, InsFocus brings advanced analytics to every part of the insurance business, including marketing, underwriting, reinsurance, actuarial, and accounting domains.

For more information, contact Yaron Gabriel at [aron@insfocus.com](mailto:aron@insfocus.com).

## About iTree Group

iTree Group is a leading provider of enterprise technology solutions and platforms with a business vertical focus on insurance, financial services, utilities and energy, and, the public sector and a broad IT offering for midmarket companies.

As a TIA Advanced Solutions Partner, iTree is uniquely positioned to deliver both new TIA implementations and provide support and maintenance to existing TIA customers.

For more information, contact Giedrius Urbonavičius at [giedrius.urbonavicius@itreegroup.eu](mailto:giedrius.urbonavicius@itreegroup.eu).

## About NCDC

NCDC is a TIA Advanced Solution Partner, an expert in implementing, developing, automating, operating and monitoring the insurance system created by TIA Technology A/S.

NCDC is essentially a company of dedicated software developers, who take pride in achieving their aims in a smarter, faster and therefore cheaper way.

For more information, contact Pawel Finkielman at [pawel.finkielman@ncdc.dk](mailto:pawel.finkielman@ncdc.dk).

## TIA Concepts Integrated

TIA's insurance solution has many unique characteristics which were integrated into InsFocus BI, including:

- Separation of policy (marketing package) and agreement (insurance policy)
- Support for lead agents and commission agents
- Multi-currency support
- Hierarchy of product (policy level) and product-line (agreement level)
- Entity-driven (all customers, agents, etc. are entities)
- Multi-level claim structure, including event, claim, claim item and payment

## Key Measurements

Under the InsFocus-TIA integration, a wide set of 160 measurements were developed, including:

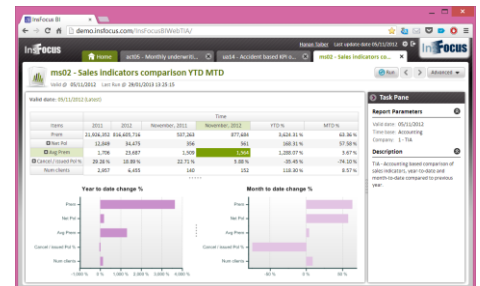
- Policy counts (e.g. new, renewal, in-force)
- Exposures
- Written premiums & commissions
- Earned & unearned premiums & commissions
- Policies renewed, lapsed
- Claim payments (split to indemnity, expenses, subrogation, deductible)
- Outstanding claim estimates
- Number of claims opened, closed
- Profit/loss
- Loss ratio
- Loss frequency
- Combined ratio

## Reports

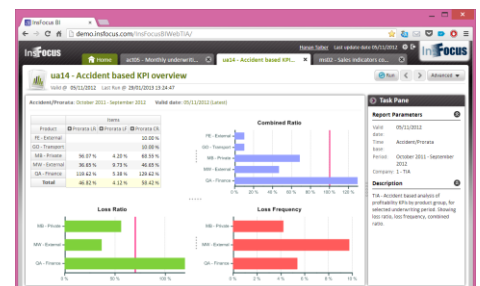
InsFocus BI contains a set of 112 reports library, available for use with the TIA data model, including the following domains:

- Marketing reports
- Underwriting reports
- Claim reports
- Actuarial reports
- Financial reports
- Audit reports

Using InsFocus BI's flexible reporting mechanism, an unlimited number of reports can be created. Samples:



Sales indicators comparison YTD MTD



Accident based KPI overview

