

The Great Divide

Partnering with Insurtech to Transform



PLATFORM
ReVolution



CANADIAN
INSURANCE
CONFERENCE

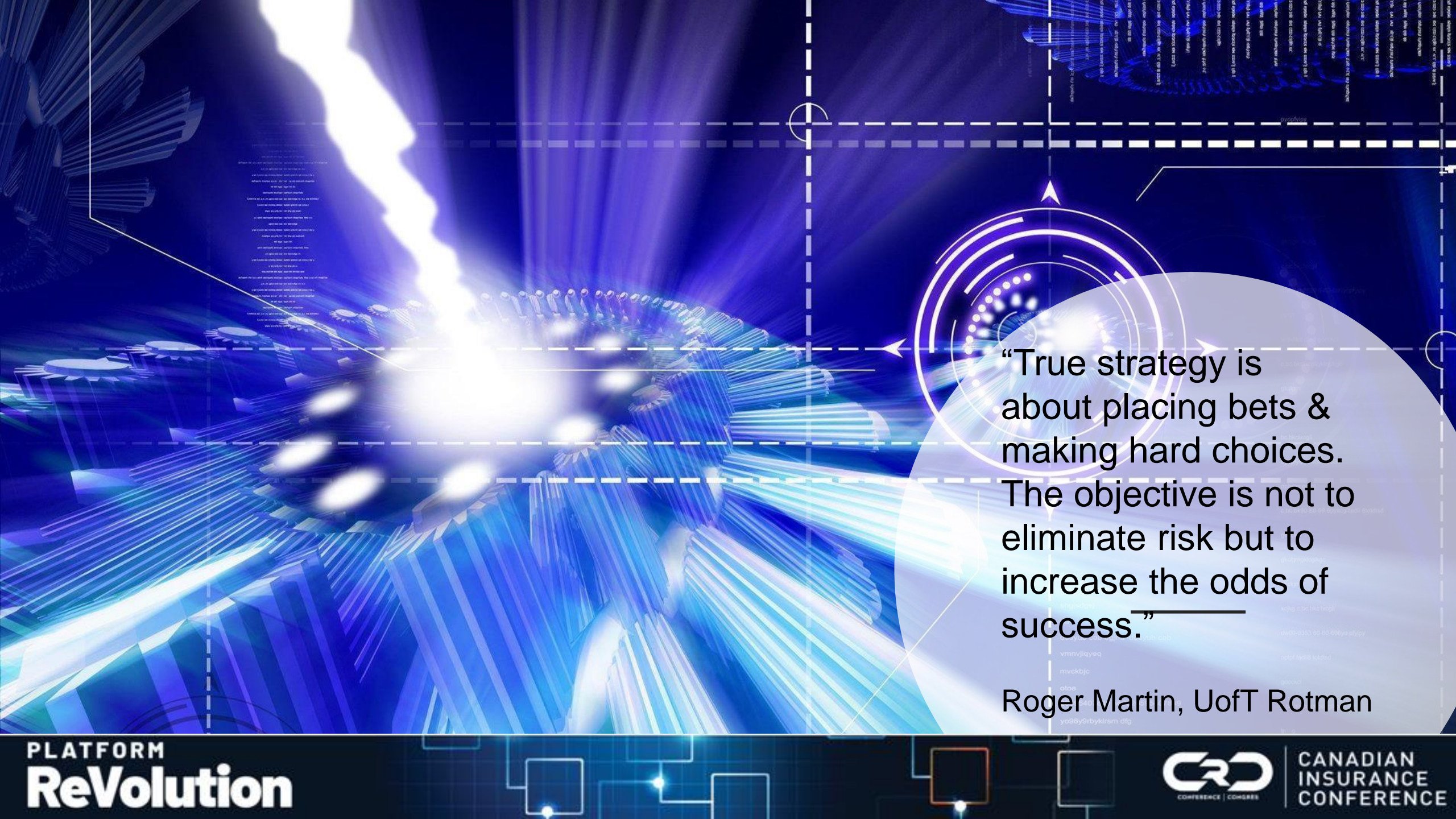


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Introducing Our Panelists





“True strategy is about placing bets & making hard choices. The objective is not to eliminate risk but to increase the odds of success.”

Roger Martin, UofT Rotman

Demographic shifts combined with an increasingly digitally savvy consumer are creating an explosion of opportunities.

These new forces are reshaping the way we develop and price products.

The challenge is for us to creatively differentiate in order to compete.

We are chasing
similar industry
trends as we
seek new ways
to innovate.

CORE THEMES

PREDICTIVE
DATA

FIRST

ADVISOR
EXPERIENCE

PARTNER
PILOTS

CHANGING
STRATEGIES

UNDERWRITING
INNOVATION

PRODUCT
INNOVATION

SIMPLIFIED
CUSTOMIZED
PERSONALIZED
SOLUTIONS

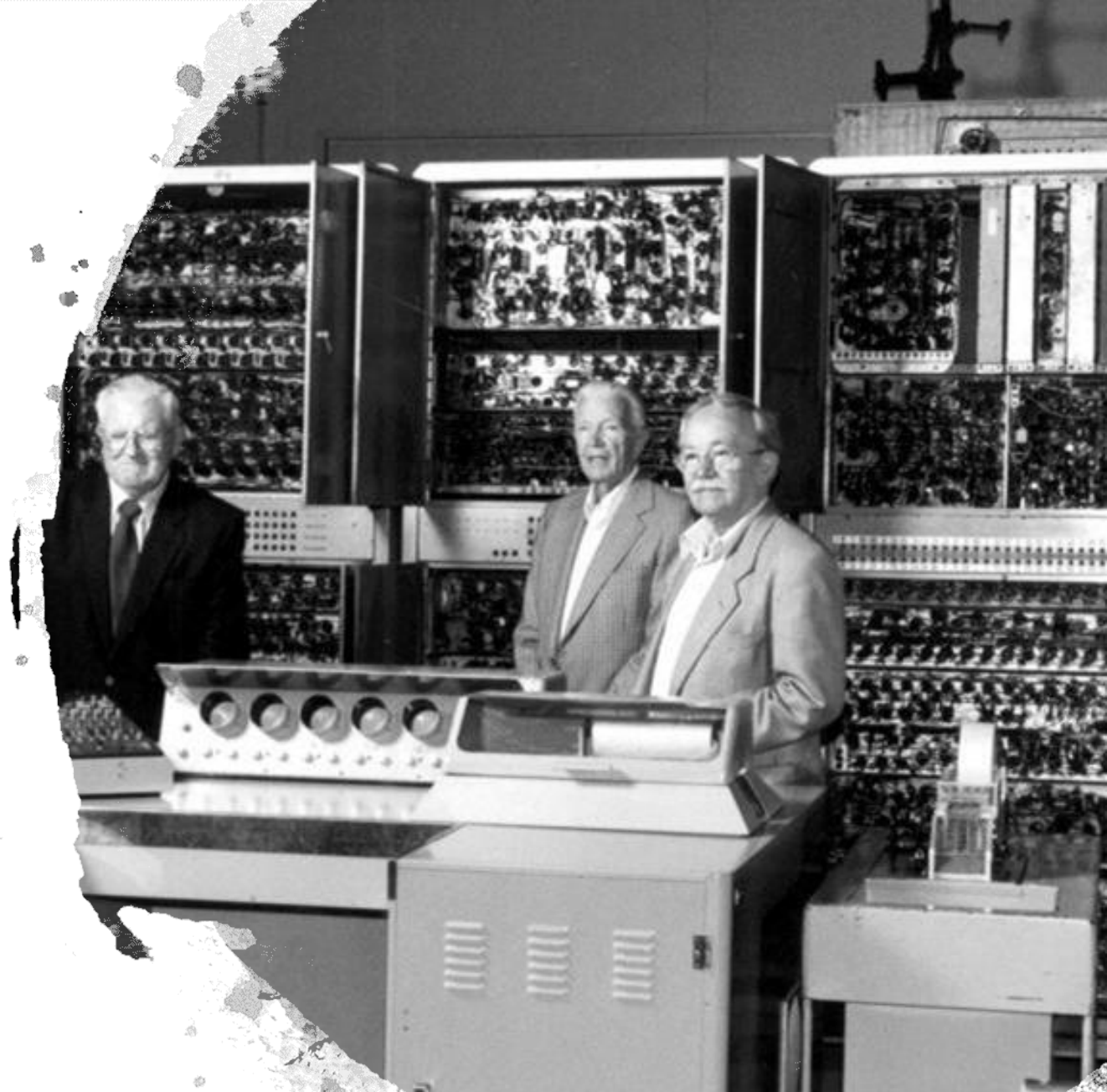
Digital Disruption

What's real?
What is meaningful to
the bottom line?
When is it safe?

Legacy Systems

How to transform away from legacy constraints to deliver against new market needs?

What are the real v. perceived roadblocks?
Who drives the change, IT or the business or both?



Data-driven Possibilities

Are we prepared?
What will it take?
What are the risks?

Organizational Models

Why create agility?
How to manage change?
Where to start and
considerations?

Tight budgets are not a modern invention.

Are outdated funding models
holding us back?
How to think about intangible value?
Best ways to look at longer term
ROI?



BUDGET CUTS.

Time to take control.

How do we combat the disruptive forces?
What should/must we do alone?
Who can accelerate execution?



A silhouette of a person helping another climb a cliff at sunset. The person being helped is hanging from the edge of the cliff, while the helper is on the ground, reaching up to support them. The background is a warm, orange and yellow sunset sky.

Power of partnerships.

Build
bridges.
Lend a
hand.

It's about new ideas.

DIGITAL
LABS

MaRS
Innovation

COMMUNIT**E**CH

PLUG**AND**PLAY

Reinsurance



VECTOR INSTITUTE

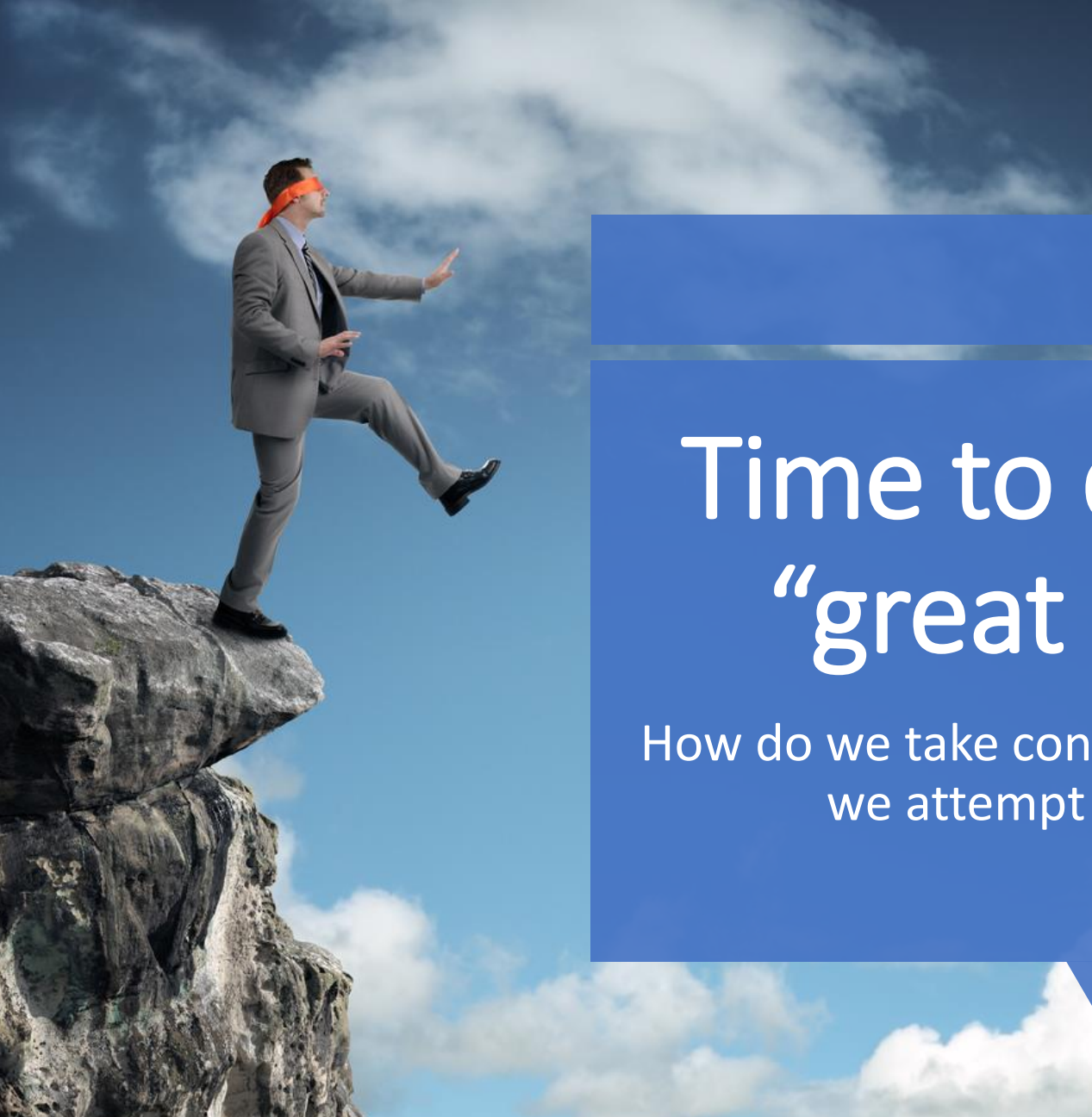
PLATFORM
ReVolution



Strategic Investment

P O R T A G E





Time to cross the
“great divide”

How do we take control? Can we? Should we attempt to do alone?





DIGITAL LABS

Business

They transform the business process. They define the scope, and plan the implementation.

>> **Viable**

Design

They create a distinctive customer experience. They design concepts, build prototypes, and hold user testing sessions.

>> **Desirable**

Specialists

They remove road-blocks. They resolve legal, compliance, and risk issues by challenging the status-quo.

>> **Attainable**

Technology

They build the technology fast. They write code, integrate with core systems, and release software.

>> **Feasible**

THE
Great-West Life
ASSURANCE COMPANY

London
Life

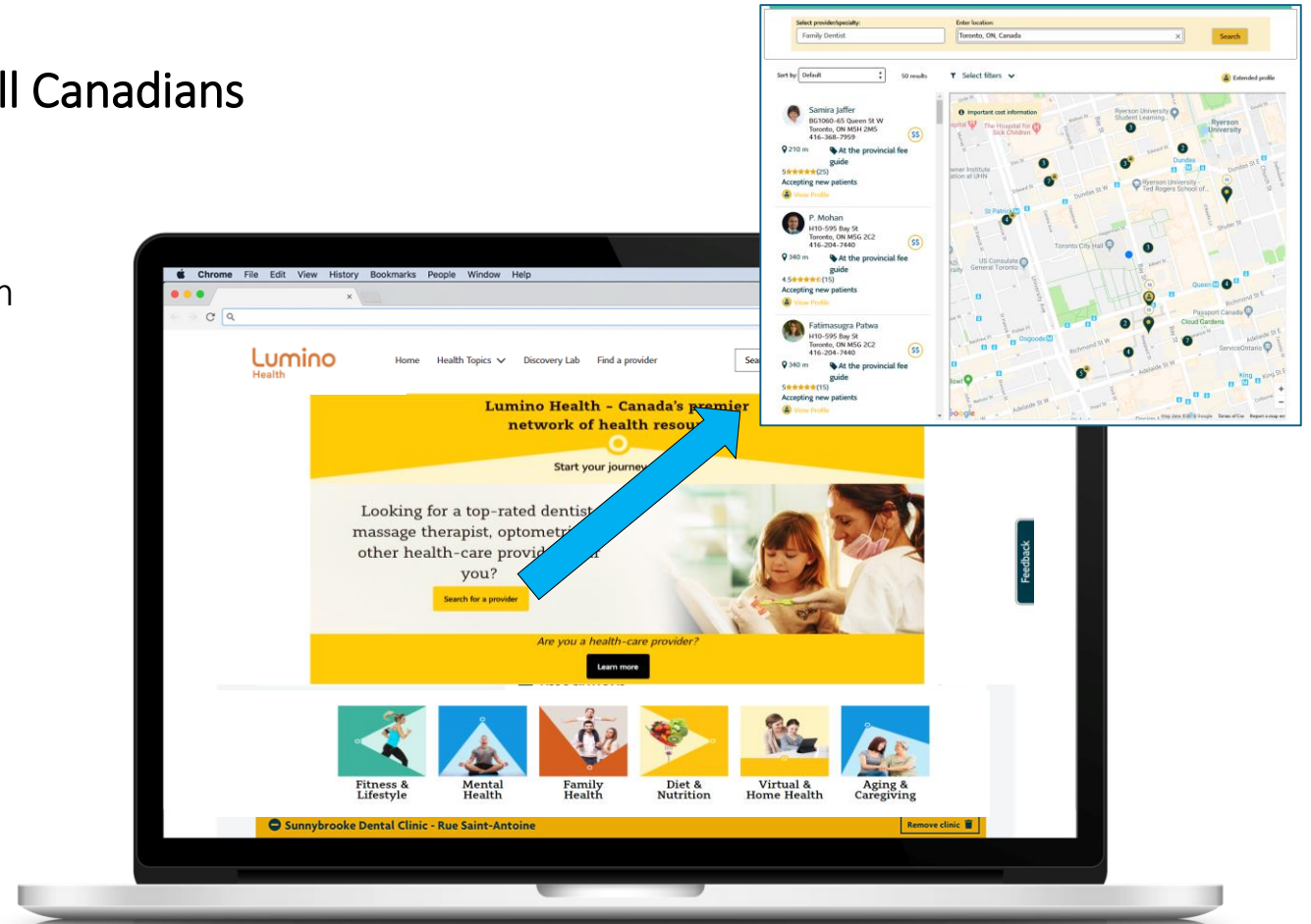
 **Canada Life**

canada 

Lumino Health: Canada's premier network of health resources

An innovation from Sun Life, now available to all Canadians

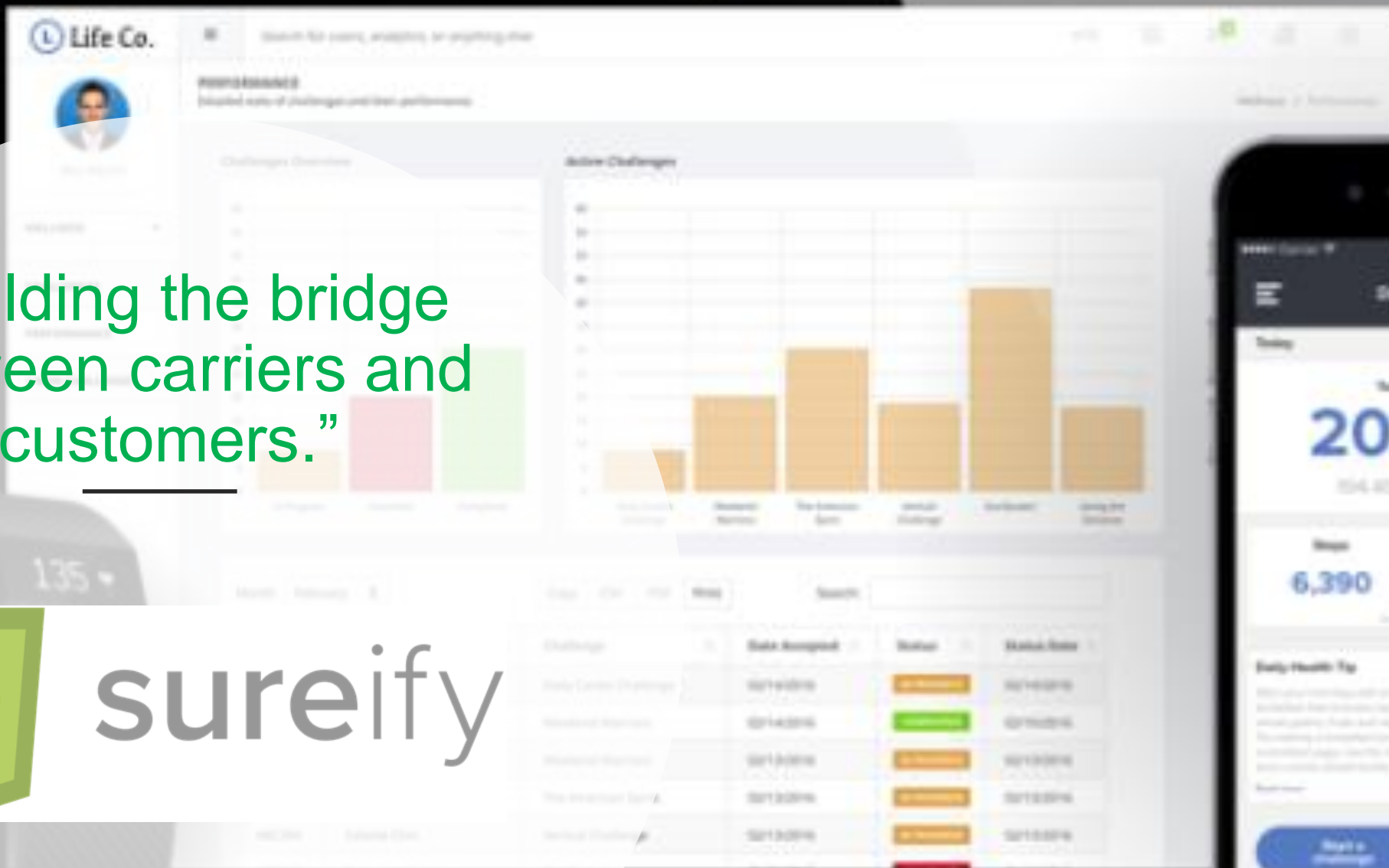
- Find a health service provider within seconds
- Discover the latest apps, products and solutions from health innovators supported by reviews from a community of users
- Read insights and tips from health industry experts
- Connect with digital health community
 - 150K+ Health Service Providers
 - 80+ Discovery Lab partners
 - 20+ credible voices on health (content partners)



“Building the bridge
between carriers and
customers.”



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“The future belongs to
those who see possibilities
before they become
obvious.”

John Scully