

INDUSTRY INTELLIGENCE AT IT'S BEST

Unlike any other industry information source, from analyst organizations to management consulting firms, Insurance Technology Group (ITG) makes decision-making intelligence affordable to insurers.

Whether you're planning to replace or modernize your core insurance processing systems, introduce new business practices or new technologies or, if you're just preemptively looking at options and alternatives – you will need meaningful, objective information.

Information is available, but its buried in an assortment of free views and opinions to, rather costly, high-level subscription-based reviews and reports. Is it reliable? Is it objective? Is it even relevant to your circumstances?

Sorting through this overwhelming amount of information and distilling it into knowledge you can act on takes time and incurs the additional cost of engaging internal resources.

Insurance Technology Group provides a compelling alternative.

We call it

SHARED-COST EXPERT STUDIESSM

ITG's Shared-Cost Expert Studies are designed to provide property/casualty insurers with independent, first-hand intelligence and expert analysis while taking time, availability of internal resources and cost off the critical path.

Among hundreds of carriers of comparable size and business scope, many have similar corporate priorities and IT challenges. Chances are that you and a number of your peers are facing the same issues and have the same decision-making intelligence needs.

Why not take advantage of this?

Get the intelligence you need while sharing the cost of obtaining it with your likeminded peers. The more participating companies, the lower the individual cost.

MORE THAN INDUSTRY REPORTS

Equal to one industry-expert-year of effort, the studies provide comparative analysis of successful industry practices and vendor solutions. They comprise hands-on testing, due-diligence reports and, evaluations and recommendations of options.

Control the agenda: Each study is conducted for a limited group of property/casualty companies with common interest in a specific topic. Those companies define the direction, scope and depth of the study and have full control of the study agendas.

Get meaningful results: Comprising original research and hand's-on investigation, Shared-Cost Expert Studies let our clients take advantage of their common interests to minimize the risk and cost of obtaining information. And, since our client-companies define the topic, scope and depth of each study, the relevance of the results is assured.

Manage IT with confidence: Employing methodologies and expertise of top-tier consulting firms ITG's experts deliver fact-based intelligence and practical, impartial recommendations for developing IT strategies, managing IT investment and assets, deploying IT initiatives, and implementing best IT practices.

"Impressively succinct – outstanding value. Thanks for the fine work."

Tom Lindell, CIO West Bend Mutual
Insurance Company

"Top tier quality – for a fraction of the cost. We're using the results in our strategic planning."

Dave Kaufman, CIO Motorists Mutual
Insurance Company

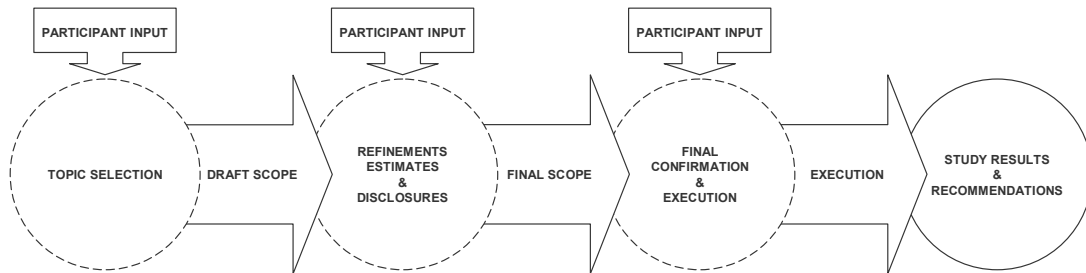
HOW SHARED-COST STUDIES WORK

Each study starts with a preliminary step in which concrete synergies of an initiation group of companies are captured, synthesized and presented in anonymous form. These include but are not limited to:

- Business Drivers
- Tactical and strategic requirements
- Technology environment
- Internal capabilities

the teleconference, ITG produces and distributes a formal proposal, including the final scope, deliverables and execution steps, and the fixed cost per participating company.

FINAL CONFIRMATION: On receiving the final study scope, each company is asked to formally confirm its participation without unreasonable delay.



The process is structured to minimize participants' effort and time, yet provide a high degree of control over the lifecycle of the study. Throughout the process, ITG offers multiple input points for defining and refining the direction of a study, as well as an early "opt-out" point.

TOPIC SELECTION: Study topics are selected and prioritized based on customer requirements, as well as ITG's insight and continuous interaction with the industry.

DRAFT STUDY SCOPE: ITG outlines the scope, the key elements, and the deliverables of the proposed study. The outline is shared with the initiating companies and distributed to other companies that may be interested in the topic.

REFINEMENTS, ESTIMATES, DISCLOSURES: With the participation of at least three companies, ITG solicits feedback on the initial scope, updates the scope, estimates costs, and obtains permission from each company to disclose company names and the names and titles of their representatives to each other.

FINAL STUDY SCOPE AND COST: ITG organizes and hosts a teleconference with all participants to present the updated study scope and to agree on deliverables, timelines, and cost estimates. Immediately following

EXECUTION: Execution of each individual study follows a unique sequence determined by participant synergies, the study scope and study deliverables. ITG ensures the success of every study through selective staffing and by tightly coordinating all activities and schedules.

About Insurance Technology Group

The Insurance Technology Group provides factual and practical IT industry intelligence on customer-driven topics and areas of interest. In addition to highly-targeted Expert Studies Insurance Technology Group fosters a unique environment for CIOs to engage in thoughtful, pragmatic discussion with their counterparts and peers.

Insurance Technology Group provides services to insurance companies only and has no other financial relationships, affiliations, or agendas.

Insurance Technology Group Inc.

1 Yonge Street, Suite 1801
Toronto, ON M5E 1W7
T: 416 214-3445, F: 416 369-0515
www.insurancetg.com