



5 BIG IDEAS FOR 2023

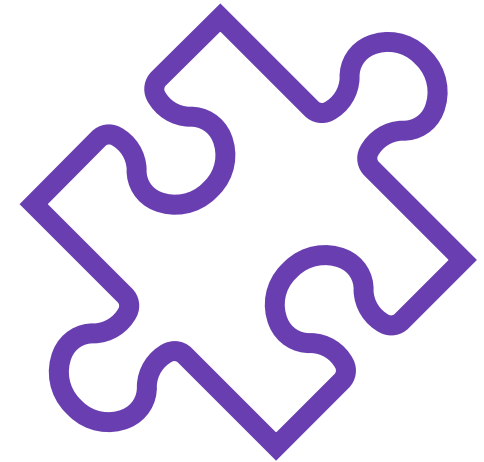
INSURANCE

SCG GROWTH
PARTNERS

Why they are possible in 2023?

- 1 New, rapidly deployable technology**
Innovation in insurtech has surged in the past 5 years resulting in platform solutions that don't require big custom builds.
- 2 Lower technology ownership & investment costs.**
New tech have lowered costs by over 70% in 2-3 years so capabilities that we only for big global players are available at the SME level.
- 3 Consumer behaviour**
The pandemic accelerated consumers move to accept and now expect better digital insurance experiences across the Caribbean

5 Big Ideas INSURANCE



5 Big Ideas

INSURANCE



What are the benefits?

1 **Accelerate Your Digital Offering**

Enhanced customer experiences incl. acquisition, claims, renewals and service delivery.

2 **Grow Distribution**

Faster launch of new digital products and services across brokers, agencies and embedded insurance channel partners.

3 **Reduce Costs**

Lower investment in new solutions and consolidated technology costs for better ROI.

4 **Improve Efficiency**

Improve employee efficiency and lower operating costs.

Idea 1

LAUNCH A PRODUCT ONLINE IN 60 DAYS

Launch any product (new or existing) online and start generating data and business in under 60 days .



Discovery – 2 weeks

Research-based benchmarking of digital innovation operation model via interviews and audit and developing and actionable strategy plan & roadmap.



Design – 2 weeks

Delivery of core building-blocks and projects funnel to accelerate your in-market proposition and capabilities.



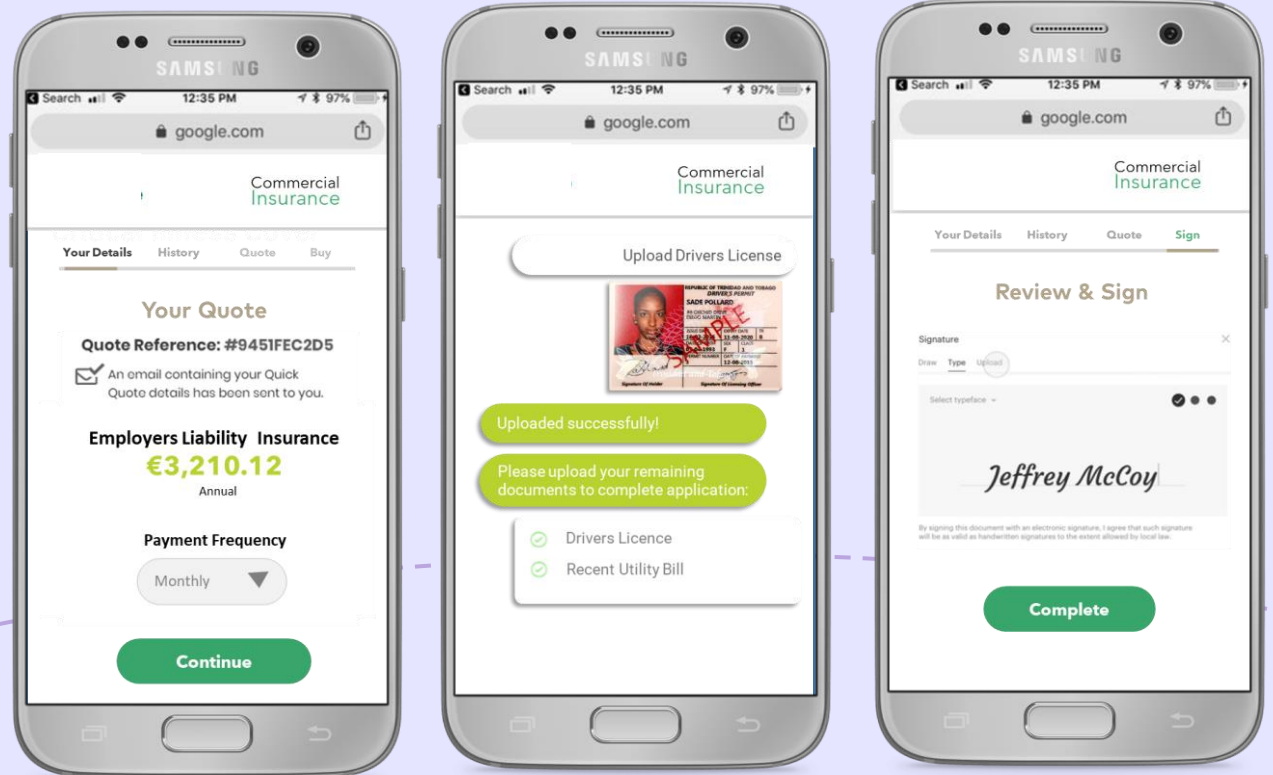
Develop – 4 weeks

Creating a best-in-class operation model with clear roles and responsibilities, service model clarity and comms and culture plan.



Support, Train & Sustain

Once launched we provide training, ongoing technical support and can provide any required testing and optimisations to grow your success.

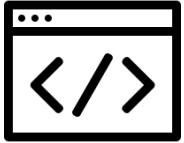


Idea 2

DIGITALISE DISTRIBUTION & RISK TRANSFER

Make automated ratings, underwriting & documentation accessible to partners via open frameworks and APIs.

EMBEDDED DISTRIBUTION



Create new partnerships and distribution opportunities with embedded insurance products and services.

RATING ENRICHMENT & OPEN API



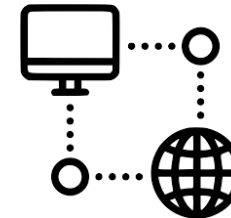
Make ratings accessible in real-time to authorised channel partners with improved underwriting rules, limits and pricing controls applied.

HYBRID DISTRIBUTION



Keep the agency/ broker human touchpoints, advisory process and service but digitalise new business processes, risk & information capture and transfer.

CLOUD PORTALS

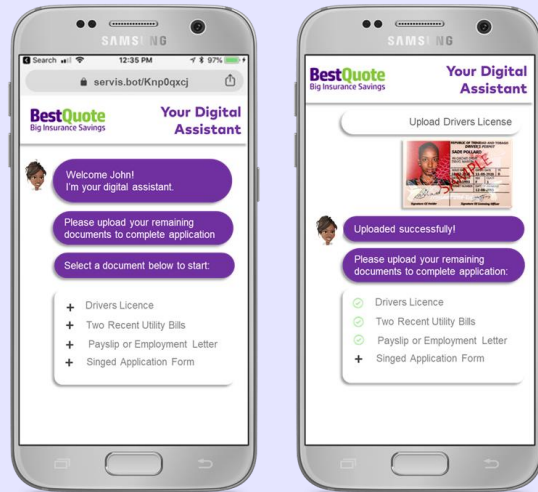


Enable brokers, agents and internal sales teams to access data, documentation and underwriting remotely via a secure cloud platform.

Idea 3

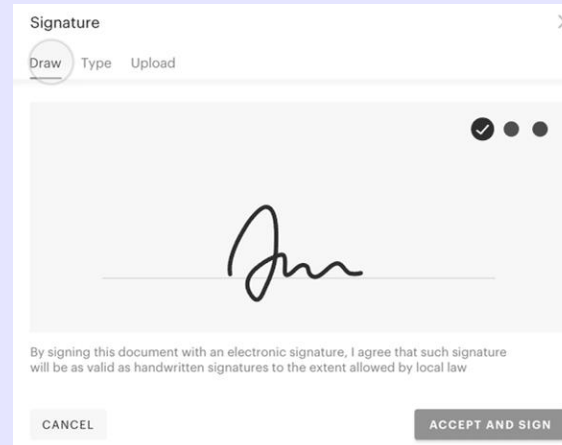
DIGITALISE CLAIMS PROCESS

Support customers with rapid a seamless FNOL and claim submission and management solution.



Customer Upload

Collect customer documents, images and data faster and more securely including adjustor reports, police reports and other supporting documents.



E-Signature

All your business e-signature needs on one platform for all claims submissions, declarations and offers.

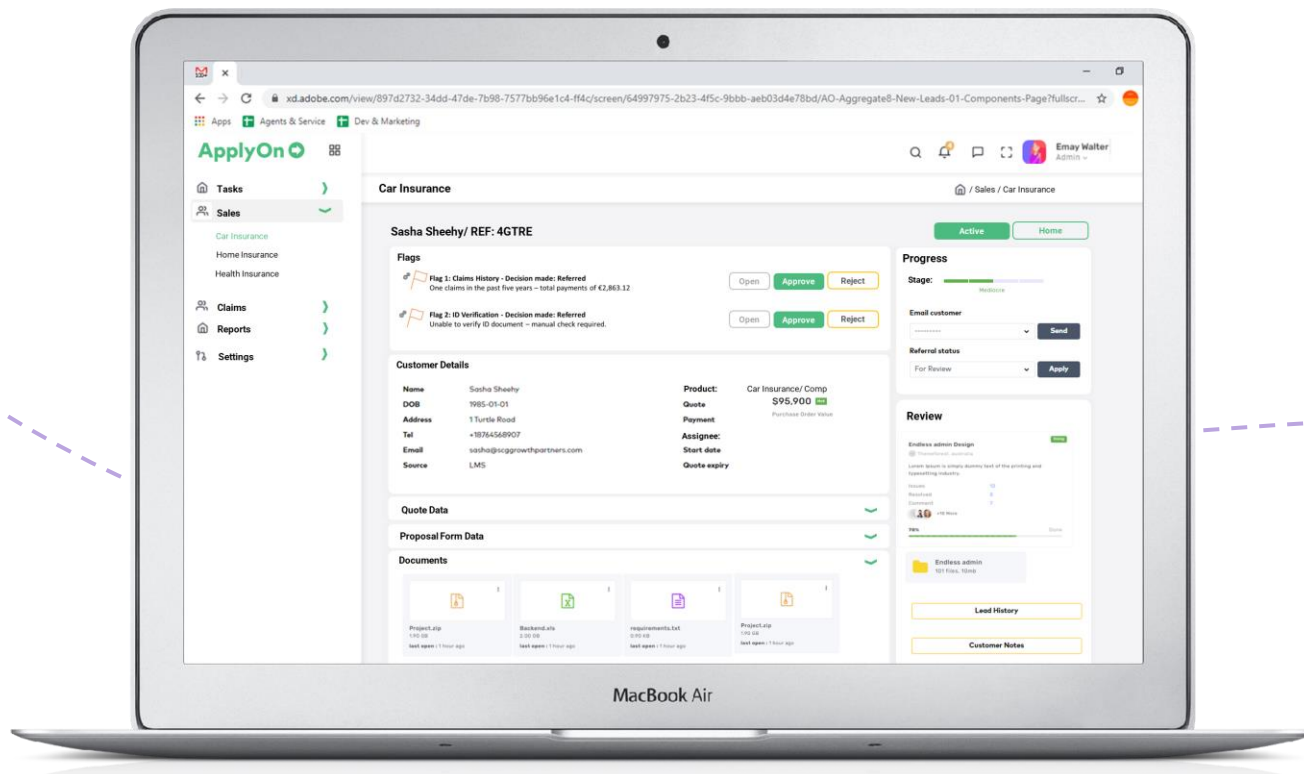
Digital FNOL

Digitalise your sales documents and forms enabling improved data collection and production of final documentation.

Idea 4

DIGITALISE UNDERWRITING IN 60 DAYS

Manage all your processes, workflows, customers, teams and data on a single platform.



Simplify your:

- ✓ Workflow
- ✓ Referrals
- ✓ Reviews & Notes
- ✓ Documentation
- ✓ Rating Changes
- ✓ Approvals

Idea 5

AUTOMATE SALES & RENEWALS

Onboard new and renew customers with online sales processes with full quotes, documentation, e-sign and payments.

The interface displays a list of discount options on the left and their respective prices on the right. The 'Other - 15%' discount is selected, showing a price of \$9,508.20 Annual. Other options include 'ProMotor Welcome (20%)' at \$2,768.71 Monthly (3), 'Special Discount' at \$1,421.05 Monthly (6), '20%' at \$979.90 Monthly (9), '25%' at \$754.65 Monthly (12), and '30%'. There are also 'Select Loadings' at \$7,822.80 Annual and 'Select Coverages' at \$2,277.93 Monthly (3). A 'See all premiums Standard Excess' link is at the bottom.

Pricing & Discounts

Ensure you get the right pricing and approvals for discounts quickly, every time.

The 'Lead Manager' interface shows a 'PIPELINE' with four stages: Total (744, \$4.91M), New Lead (409, \$404.96K), Qualified Lead (257, \$3.22M), and Applied (77, \$1.28M). Below the pipeline is a search bar and filters for Status (All) and Assignee (All). An 'Apply' button is present. The main table lists leads with columns for Reference, Contact, and Status.

REFERENCE	CONTACT	STATUS
<input type="checkbox"/> BB-GA017M6 Javier Lopez	+1 246-454-5454 javier@scg.com	New Lead
<input type="checkbox"/> BB-XA8JPMB Javier Lopez	+1 246-454-5454 javier@scg.com	New Lead

Lead Management

Manage all of your leads, teams, processes, channels and data on a single platform with built-in workflow and CRM.

The 'Documentation' interface shows a document being sent. A 'Send document' button is highlighted with a circle. Below it are options to 'Send via email' or 'Share via link'. The document is titled 'to delivery' and has a 'PAYMENT AMOUNT' of '15% of full amount'. The 'delivery date' is '80% of full amount' and the '5% remaining amount'.

Documentation

Digitalise your most common documents with auto-fill data, ratings and product information and send documents in one-click.

A woman with dark hair, wearing a light-colored top, is pointing her right hand towards a large screen. The screen displays various data visualizations, including line graphs, bar charts, and network diagrams. The background is a solid blue color with a subtle pattern of white dots and lines, suggesting a digital or technological environment.

ABOUT YOUR NEW PARTNER THAT'S US!

INSURANCE | FINANAICL SERVICES | PUBLIC SERVICES

SCG GROWTH
PARTNERS

We're a service partner for best-in-class tech solutions:

ApplyOn 

Aggregate8



PandaDoc

Planet  Verify

INSURANCE | FINANAICL SERVICES | PUBLIC SERVICES

SCG GROWTH
PARTNERS

We've Deep Sector Expertise

We specialise in complex operating and regulatory environments, delivering best-in-class digital solutions that drive internal efficiencies and build seamless customer experiences.



INSURANCE

Insurers Brokers | Agencies | Advisors | MGAs |
Marketplaces | Embedded Insurance | Aggregated
Exchanges



FINANCIAL SERVICES

Banks | Credit Unions | Finance Institutions |
Payment Providers | Wealth Advisors | Pension
Providers | Embedded Finance



PUBLIC SERVICES

Public Departments | Divisions & Authorities |
Higher Education | Healthcare | Utilities |
Regulatory Bodies

We Serve Innovation Teams & Leaders

We are trusted partner of **innovative leaders** seeking to deliver their priority, and often most challenging, digital transformation projects quickly, easily and affordably.



MARKETING TEAMS

Launch new customer experiences turning your websites and digital channels into powerful conversion platforms generating better results from your campaigns.



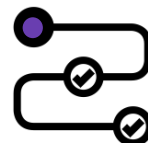
IT & TRANSFORMATION TEAMS

Accelerate your delivery of digital projects and strategy while managing costs enabling you to improve your digital ROI and freeing up your key people to do more.



SALES OPS TEAMS

Spend time selling, not administrating. SCG helps sales professionals cut through the clutter and concentrate on providing great customer experiences.



SERVICE TEAMS

Improve employee efficient and provide your customers with excellent service across all operations including underwriting, renewals, service and claims solutions.

1 CX Innovation

Enhance customer acquisition and service delivery.

2 Speed to Launch

Faster launch of new digital product and services.

3 Cost Reduction

Lower investment and consolidate technology costs for better ROI.

4 Improve Efficiency

Improve employee efficiency and lower operating costs.

What We Can Do

Every great **digital experience** requires a great workflow, and our team of consultants, designers, software developers and user experience experts work together with our clients to turn their vision into seamless and secure end-to-end digital solutions built with best-in-class technology.

1



Launching **new ideas**
within 60 days.

2



Build your **digital capabilities**.

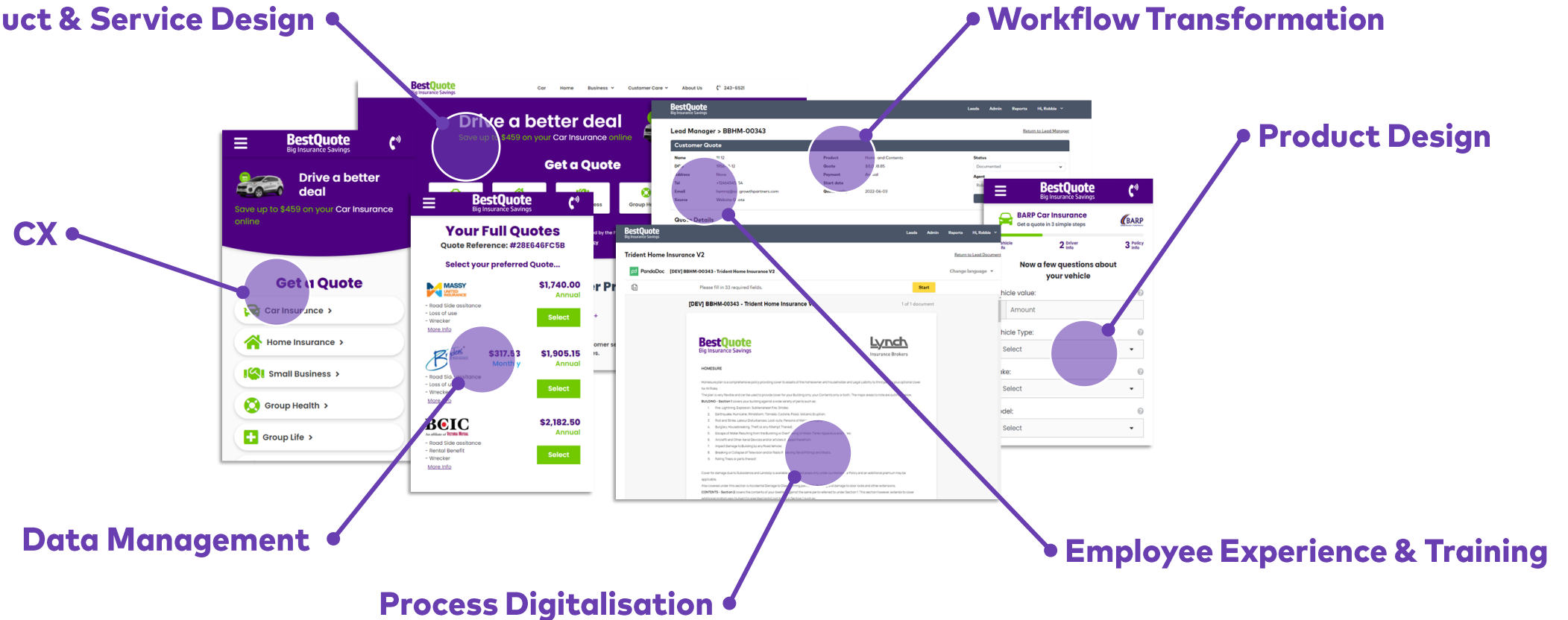
3



Create ROI driven
digital strategies & roadmaps.

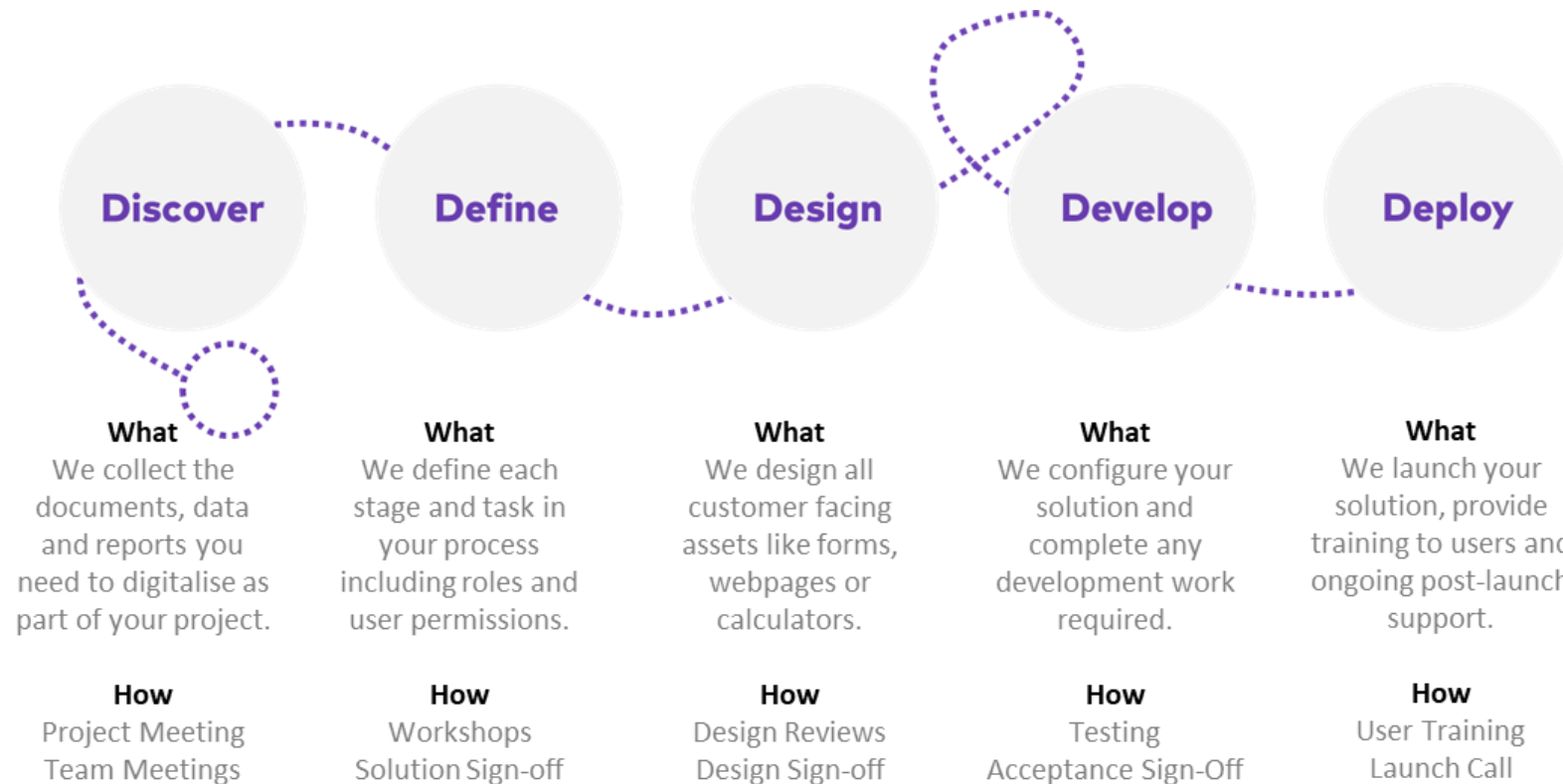
We Have 360 Capabilities

Our team of industry experts have the **experience** and **know-how** to deliver successful solutions as your complete **digital partner**.



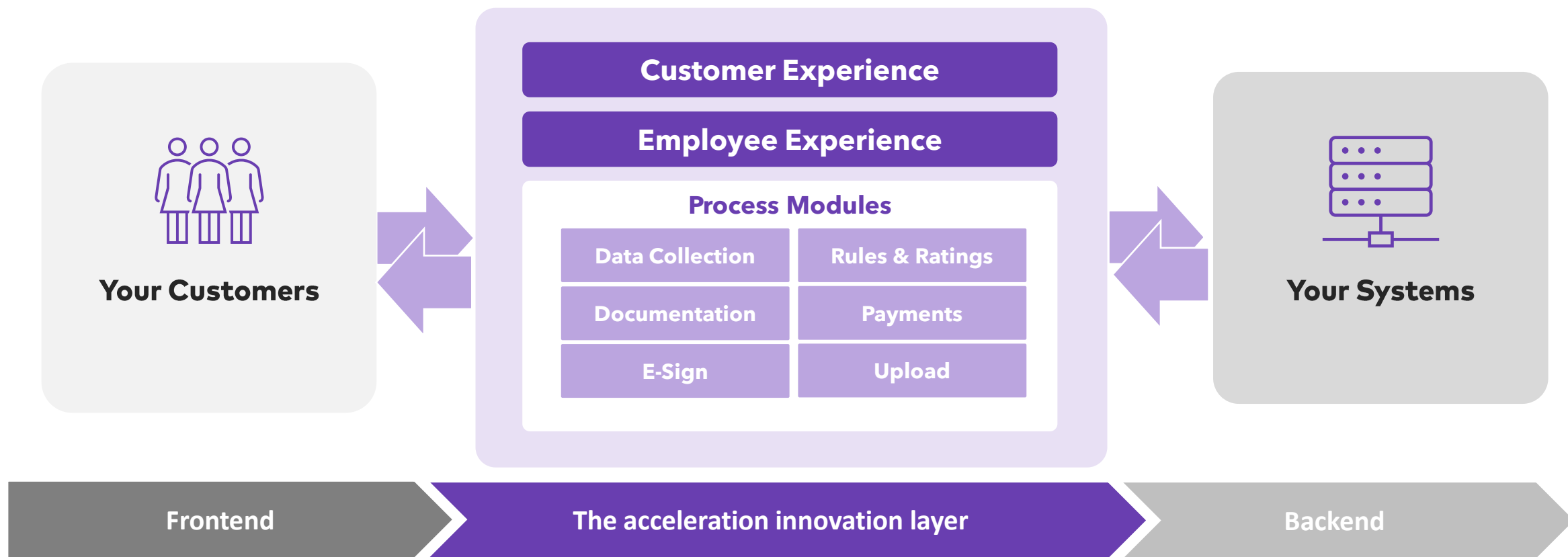
Our 5D Accelerator™ Delivery Process

Our 5D Accelerator™ Delivery Process has been proven to deliver projects **quickly** and **on-budget** to maximize your ROI and reduce risk.



Our Platform

We design and deliver compliant workflows that connect people, processes and data creating new efficiencies all built with modern and flexible **workflow management systems** to future-proof your investment and able you to digitalize quickly and economically.



We're A Strong Track Record

Getting it right and delivering change at speed comes down to experience and know-how, and with over 10 years of experience, we have the scale and expertise to deliver your digital solutions.

Sagicor

Tatil

mastercard

BestQuote
Big Insurance Savings

TATIL LIFE
Guaranteed Protection

AMB Bank

Beacon

BILLY CRAIG
INSURANCE BROKERS LIMITED

ansa
BANK

AMPLIA

compare
We Search, You Save.

Lynch
Insurance Brokers

10 years of building partnerships

HPSU FOUNDERS
FORUM

FinTechπ

Williams Caribbean Capital

THE INNOVATION
EXCHANGE

aws partner
network

Google
Partner

InsurTech
Ireland

SCG

YOUR DIGITALISATION
PARTNER

"SCG helped us to triple customer acquisition from our online direct to consumer business lines and transform our back-office processes" - CEO @ Lynch Insurance Brokers

"SCG really listen to us and convert our aims into reality... they are a key part our digital programme and very insightful to work with". - Managing Director @ Prism Financial Services

YOUR DIGITALISATION PARTNER



Robbie Burns
Consulting Director



A digitalisation consultant with over 15 years of sector experience, Robbie has worked with over 20 leading financial and compliance based originations delivering digital service transformation and new product development.

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James Kay
Customer Growth Strategist



Lead Digital Consultant at SCG for 10 years, James manages all client growth strategy and service support functions ensuring clients get the most from their solutions and receive market leading support.

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Ruth O'Brien
Accounts Manager



With SCG since foundation. BSC for University College Dublin and an MSC from Ulster University with accountancy qualification.

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