



Tap into insurtech innovation with an open platform that drives agility and efficiency

The world in which insurance operates is changing at a breakneck pace — society is more global, people are living longer and technology is always evolving, creating unprecedented opportunities and risks. We are in a truly transformational phase where customers, providers and startups are redefining the nature and boundaries of insurance. This is enabled more than ever by data and connectedness.

Against this backdrop, most insurers are struggling to deliver top- and bottom-line growth. They need new strategies to increase value-added services and decrease risks and costs while fully taking advantage of advanced technologies such as artificial intelligence (AI), machine learning, analytics, big data, location services, and automation to increase productivity and speed to market.

Insurtechs and other startups are capitalizing on these challenging market trends, making inroads with highly targeted value propositions and using technology in revolutionary ways that are disrupting insurance business as usual. These insurtech providers can offer options for small business insurance policies at scale, streamline applications and processing, and often bring specialized expertise to the table that larger providers may not.

Investors have taken notice. In 2011, there were just **28 funding deals** involving insurtech companies. By 2017, that number had jumped more than 700 percent to 202. The investment in insurtech now exceeds \$2 billion annually. In the third quarter of 2018 alone, such investments rose to **\$1.3 billion**, double the amount for the previous quarter — and there's no sign of slowing down.

As a world leader in insurance services and technology, DXC Technology proactively pursues new ways to work with these insurtech companies that leverage each of our strengths to the greatest degree. To remain competitive, we need to be able to tap into the “long tail” of niche but high-value capabilities emerging daily in the insurtech space. The **DXC Assure Digital Platform** is critical to those efforts. The platform draws on the breadth of our capabilities and our market leadership with an insurance ecosystem that satisfies the expectations of today's digitally savvy consumer.

At the same time, the DXC Assure Digital Platform accelerates business agility by enabling insurtechs to plug in directly to our offerings via the DXC Assure APIs published on **DXC Developer Central**. It also enables insurers to launch simplified, consumer-oriented property and casualty and life products quickly, and to deliver a streamlined digital customer experience across new business, servicing and claims. Both insurtechs and insurers can tap into the benefits of consumption-based, easy-to-deploy

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Critical to engaging with startups is how to find and attract the best and brightest of the world's emerging insurtech companies. In 2017, we launched the first of a series of insurtech competitions, now called the **DXC Invitational**. Since then, the competition has spread to other regions and to other industries. Here's what's ahead and a recap of past events.

2020 DXC Invitational Calendar:

- United Kingdom – June-July 2020
- Australia – TBD 2020
- Americas – October-November 2020

DXC Invitational 2019 - Americas

We conducted our second DXC Invitational Americas in October 2019. We invited insurtechs, reviewed dozens of applications, and interacted with the participants through a virtual workshop and pitch session. As with previous Invitationals, we invited applicants to compete in two categories:

- The Digital Insurance Ecosystem – a solution to integrate with our **DXC Assure Digital Platform** (Category 1)
- Enriching the Insurance Experience – a standalone solution to on-sell as a DXC service (Category 2)

We had 13 insurtechs present pitches to a panel of judges and the four finalists were shortlisted. The winners were announced at the **DXC Insurance Conference**.

- **Fenris Digital**: Category 1 winner. Fenris Digital also won the People's Choice Award – an award in which Insurance conference participants vote for one Invitational company from among all the Invitational finalists, based on their five-minute pitches at the conference.
- **Aureus Analytics**: Category 2 winner.

DXC Invitational 2019 - India

We launched our first **DXC Invitational in India in 2019**. We invited hundreds of insurtechs, reviewed dozens of applications, interacted through hours of livestream pitches and held our finalist presentations at our conference in Mumbai. As with previous Invitationals, we invited applicants to compete in two categories:

- The Digital Insurance Ecosystem – a product or solution that can be integrated into DXC's digital insurance platform
- Enriching the Insurance Experience – a standalone solution to address insurance issues

We selected two winners and four finalists. The winners were:

- **eMudhra Limited**, eMudhra Limited also won the People's Choice Award.
- **Eigenlytics Data Solutions**

DXC Invitational 2019 - Australia

This year, we hosted the second annual Australia DXC Invitational and encouraged insurtechs with existing, market-ready products or solutions relevant to the insurance industry to demonstrate proofs of concept. The two winners were announced at **DXC's Engage Insurance Conference** in Sydney:

- **Daisee**: An Australian software startup focused on bridging the gap between technical AI and commercial application in the fields of vision and voice.

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Going forward, DXC plans to expand the Invitational into more regions, starting with Asia and Europe. Additionally, we have our sights set on moving into other industries, and plan to engage more partners and offer more APIs and self-service development opportunities.

Next-generation capabilities in insurance will come not from a single provider, but rather an ecosystem of partners that work together to offer an industrialized, sustainable service that combines software, infrastructure, service management, security, analytics and more. DXC hosts these competitions to foster engagement and collaboration, enabling insurance players to connect more broadly and effectively than ever before.

DXC Invitational 2018 - Americas

In 2018, we launched our first **Americas DXC Invitational**, in which we invited hundreds of insurtechs, reviewed dozens of applications, interacted through hours of live-stream pitches, and offered our finalist presentations at our annual insurance conference. We selected two winners:

- **Surfly**: A San Diego-based company that provides a simple, fast and secure universal co-browsing solution with video chat capabilities. Surfly's winning solution enables remote collaboration by showing others what you see in your web browser, helping advisors, agents and brokers connect with each other.
- **Digital Fineprint**: A San Diego-based company that provides data on small businesses that can be used for risk selection, underwriting, pricing and new business generation. Its winning solution helps insurers and brokers drive actionable insights from open data by using AI and predictive analytics.

DXC Invitational 2017 - Australia

The first in the series of insurtech competitions began in Australia in 2017. We invited would-be participants to apply to compete in two categories. The first is the “Digital Insurance Ecosystem,” in which entrants propose a solution to integrate with our digital insurance platform and solve problems in areas such as conversion (simplifying the purchase of insurance), distribution (expanding insurers’ reach with innovative insurance distribution or bundling methods), and insight (actionable information presented through data).

For the second category, “Enriching the Insurance Experience,” entrants propose a standalone solution to onsell as a DXC service that complements DXC’s offerings. Problem areas for this category include preventing loss, improving claim remediation and driving customer engagement outside limited transactional touchpoints.

Winners were invited to globally partner with DXC, with opportunities to deploy the solution across regions and have access to DXC’s customers.

Among the 29 applicants in the first Invitational, 12 finalists were chosen to attend 2 days of workshops and present their proposals. At the end of the event, winners were announced:

- **Mapcite**: A software company based in the United Kingdom and Australia that offers location analytics and geospatial intelligence services to help insurance businesses identify risks. Mapcite offers DXC Digital Insurance solutions an easy way to cross-reference location characteristics of this data against real-world events to gain valuable insights in real time.
- **Guroos**: An Australian tech company that provides customer communications management with direct personalized interactive video (DPIV). The solution developed for DXC is designed to improve customer experience with highly personalized and two-way video communications that replace traditional one-way, text-dense ones.

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