

Part 1: Perspectives from InsureTech Connect

VIDEO TRANSCRIPT

My name is Michael Costonis, the Global Insurance Lead for Accenture. I'm at InsureTech Connect for 2017.

Insurtech is actually huge moment for this industry, we are in the middle of disruption like we have never seen before, with changing consumer attitudes and technology trends. Insurtech is the spark that will have that innovation happening.

Well I guess the first thing is just the sheer volume, the number of providers that are in this space is astronomical, so when we look at it relative to last year, the number of people that are showing up in this space doubled, tripled, by category, by function so the variety of the kind of people.

The second thing is the partnerships that we are seeing between insurance companies and insurtech, rather than looking at them as a threat or something that could potentially challenge their business model they are now bringing them closer to figure out how they can work together to execute their strategies.

The last thing is the maturity of the solutions themselves, I think we started with some fits and starts with app-based business ideas, very nichey and now we are starting to see more diversification, more full featured solutions.

It has been really interesting to watch the evolution of insurtech and where the investment has been pointed, first it started in telematics and monitoring devices then we moved more to the analytics and artificial intelligent spaces and what that created was a host of very niche solutions, in a functional area addressing a point need. Now we are starting to see more full featured answers, so things that address the entire distribution question, how do I identify customers and bring them to me. Now we are in the world of insurtech actually creating true carriers, either MGAs that don't necessarily hold the risk but do the processing or carriers themselves so the innovation is really starting to bundle together to create new entrants in the industry and new partners for carriers to work with. It is a really exciting time for insurtech.