EXIGEN® insurance solutions

the evogi group
Evolving Intelligent Insurance



## Usage-based Insurance and Telematics Solutions for the Auto Insurance Market

Exigen Insurance Solutions®, a leading provider of insurance core systems, and The Evogi Group, a leading vehicle telematics solutions provider, announce a partnership to offer complete usage-based insurance (UBI) and pay-as-you-drive (PAYD) platforms to insurers entering the fastest growing segment of the auto insurance market. The collaboration between the two companies provides insurers full policy administration, billing, claims and account management for personal and commercial auto UBI products using telematics and GPS technology.

The solutions brought together by these two industry-leading providers solve all important challenges faced by insurers entering this market. The solutions are turn-key, satisfying all technology integration, data, actuarial, regulatory and customer communications requirements.

## Exigen + Evogi = UBI Advantage

### *Insurers win…*

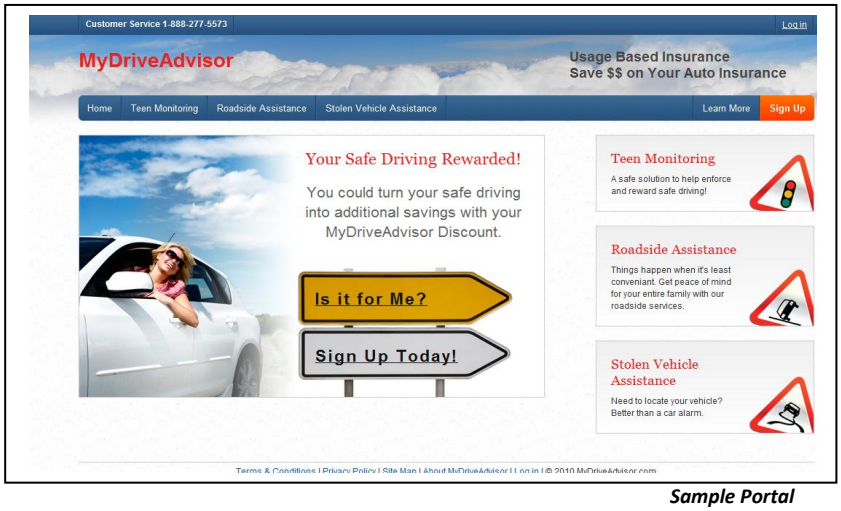
- **Speed to market with an innovative and compelling UBI offering**
- **Increase market share**
- **Attract most profitable customers**
- **Enhanced underwriting capabilities**
- **Early adopter benefits in the market**
- **Increased customer retention**

### *Agents win…*

- **Enhanced portfolio of products to sell**
- **Additional commissions from sale of value-add services**

### *Policyholders win…*

- **Discounts and rewards from UBI participation**
- **Value-added services from a trusted source**

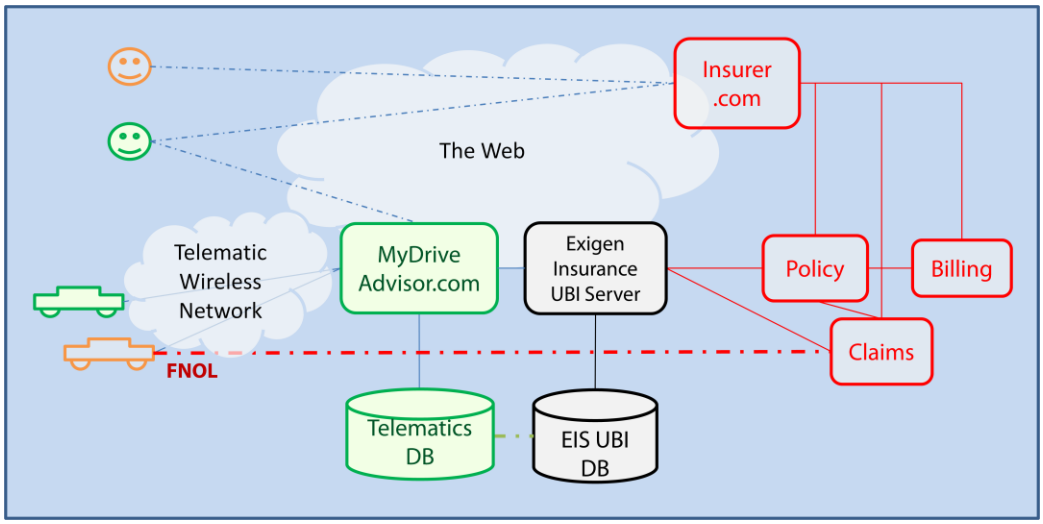



***Sample Portal***

**www.exigeninsurance.com** **www.evogi.com**

| Exigen Insurance Solutions | The Evogi Group |
|---|---|
| **Exigen PAYD** | **MyDriveAdvisor℠** |
| **Direct UBI experience with technology and operations:**<br>• Implementation in a fraction of time vs. time required to upgrade core and legacy systems<br>• Ability to capture and use rating data associated with UBI<br>• Aggregates all pertinent rating data needed for accurate pricing model<br>• Fully integrates channel communications for attracting and retaining customers via phone, web, and mobile<br>• Manages the greater complexity of regular policy admin lifecycle/transactions posed by UBI<br>• Manages billing processes for UBI including multiple payment options, mileage top up, rollover miles and no claim discount functionality<br>• Ability to support true UBI Claims handling<br>• Resolves Earned Premium calculation challenges<br>• Provides built-in UBI rating algorithm builder<br>• Provides Internet technology interfaces<br>**Actuarial and Business Process in Partnership**<br>• Experience with pricing and from existing international UBI business helps actuarial model development<br>**Standalone SaaS Solution**<br>• Provides a fully functional "test bed" for UBI or other new product line<br>• Can enable rapid deployment and commercial roll-out<br>• No impact to existing applications and business processes<br>• Provides the platform to create separate and unique brands to tailor product to targeted audience (i.e. low mileage drivers and/or young drivers) | **Evogi's supplies core services to the UBI marketplace**<br>• Turnkey Usage Based Insurance Solutions<br>• Customer value-added services for consumers and businesses<br>• Carrier Portals<br>• Policyholder Portals<br>• Data<br>• Actuarial Model Development<br>• Professional Services<br>**Evogi Delivers Value to All Stakeholders**<br>Evogi's UBI solutions can leverage vehicle, driver, geospatial and other data to create value for all stakeholders in the insurance value chain: Policyholders, Channel Partners, Insurance Companies.<br>**Evogi supports all levels of Intelligent Insurance℠ Innovation**<br>• **Basic:** Rating derived from traditional models and pro-rated based on some consumption parameter<br>***Usage Based Insurance***<br>– Miles driven<br>– Total hours driven<br>• **Advanced:** Rating derived from predictive driver behavior characteristics<br>***Behavior Based Insurance***<br>– Time of day<br>– Acceleration/deceleration<br>– Miles driven<br>– Speed<br>– Location<br>• **Intelligent:** Rating derived from predictive driver behavior and other geospatial characteristics<br>***Geospatial Insurance*** - *BBI plus:*<br>– Operating state of vehicle<br>– Weather<br>– Road type<br>– Traffic |

## Architecture Overview




**Sample Trip Info:**
Device ID, Vehicle ID, Driver (if available), Start Time, Duration, Odometer (if available), Start and End Locations (if required), Miles Driven, Driving Score (based on Average Speed, # of excess speed, # of Hard Brakes, etc.)