

The background of the slide is a blue-tinted photograph showing a pair of hands holding a tablet computer. The hands are positioned as if they are about to interact with the screen. The overall tone is professional and tech-oriented.

Digitizing Pension Operations **TO DRIVE MARGIN**

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INTRODUCTION

*Do profit margins matter in the pension business?
Of course, margins matter.*

Then why are more companies looking to expand their pension books in today's business climate? Many recognize that the right software can drive down cost of operations, ultimately offsetting margin erosion of flat investment returns.



1

COST OF OPERATIONS ON THE RISE

The pension business of today puts more demand on operations than the pension business of yesterday. Today, depending on the jurisdiction, pensions may be required for all – individuals and businesses alike.

Selling, on-boarding and servicing a group of one can cost more than on-boarding a group of many as there is no economies of scale. Depending on the industry, longevity of employment is unpredictable. Employees are moving from one company to the next with more frequency than the “one company employee” of yesterday. Volatility makes predictability of premium a challenge. Consumers make changes in their personal lives with frequency.

Divorces, beneficiary changes and relocations are more common today than yesterday. The need to contractually accommodate changes drives up demand on operations, and ultimately cost. Regulations call for transparency in product and pricing. Customers call for on-demand access to accounts. Meeting these real time, omni-channel requirements adds costs that were not envisioned by the black box pensions of yesterday.



2

TECHNOLOGY IS OUT OF PACE

Yesterday's pension companies invested in core systems for the back office to store contract details. Despite this investment, these core systems only support 39% of today's day to day demands.¹

With work volume on the rise, pension companies increase their investment in employees. These employees, in turn, increase their use of spreadsheets, access databases and email to keep up with unaccommodated demand. To manage the handoffs between keepers of siloed information, the companies

invest in more employees. The human investment cycle continues, perpetuating costs that eat away margin.

Perfect Market Conditions for The Tech Savvy

Leading pension companies today are taking a different approach, and are focused on reducing costs, enabling real time service anywhere and providing transparency with smart technology – not more humans. **Even in an environment of flat returns, decreased cost of operations increases profitability.**

Appian's low code digital transformation platform is increasing margin at speed for the tech savvy.



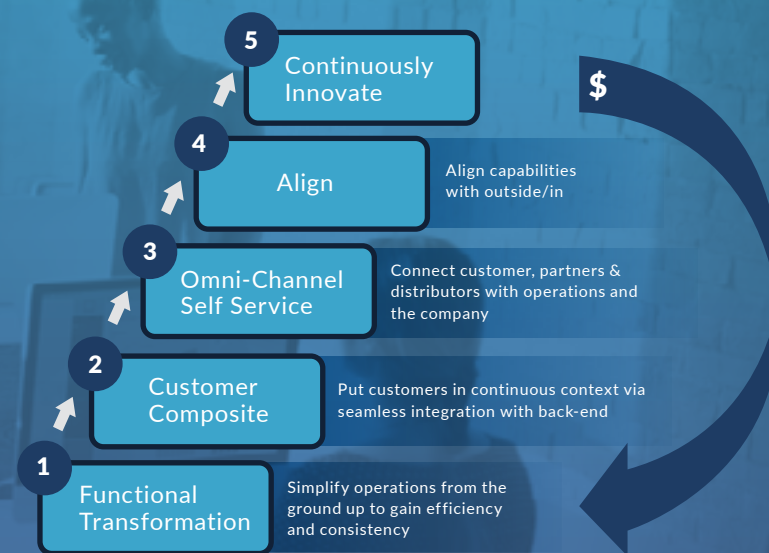
This digital transformation is delivered over weeks and months, not years. Aside from removing the risk of running business via spreadsheets and email, each value drop delivers continuous cost improvements and opens new revenue opportunities. Most organizations find value in digitizing from the inside out, deploying a strategy that enables them to automate processes over time, delivering incremental value and reducing marginal cost.

Starting with the Back Office:

- Back office teams log into Appian.
- Appian presents the back-office team with context to customers, policies, claims, sales opportunities, etc. The contextual – or composite – views are pulled together from internal policy systems, data lakes, content management systems and/or external systems.
- Appian has robust integration capabilities that support a data-first platform.
- From these contextual views, action is taken either by the back-office resources, another system or Appian itself.

Extending to the Front Office:

- Front office teams can be rolled onto the same platform, facilitating collaboration from both the front office and back office teams.
- All resources sign in to the same system with role relevant views and skill based work assignments, powered by robust security capabilities at the field, page and document levels.



Extending to External Constituents:

- External parties can then be rolled onto the platform, including independent advisors and brokers via portals or mobile, since Appian runs everywhere — desktop, mobile and through portals.

Ultimately, the key for companies to stay competitive is to shift the traditional mindset and focus on what will enable them to solve business problems quickly — understanding that the pace of change will continue to accelerate — and to succeed they need to be able to be nimble, employing technologies that will move them forward, not hold them back.



The tech savvy are moving away from investment in core systems and towards smart software that enables them to rapidly configure applications, not code them. Industry-wide, insurers are looking to the untapped opportunities for cost reduction and revenue lift above core systems. Digitizing operations is the target – regardless of the book of business. The opportunities are unlimited and the results speak for themselves:

Increase Sales Opportunities

- Via a pipeline into the core policy system(s), user friendly screens allow changes in contracts – divorce, for example – to be exposed to independent financial advisors as new sales opportunities.

Improve Productivity and Efficiency

- Automate on-boarding activities for speed to account funding and transparency in performance.

- Composite view of a customer presented to all based on their role rather than created by each.
- Work can be ordered and performed automatically.

Lower Costs

- Customers can login and interact independently – avoiding concierge driven costs.
- Replace commission lost to fees via operational leads otherwise gone unnoticed.

Maintain Industry Compliance

- Asset transitions – scheme changes or new schemes – handled by auditable technology for speed rather than worksheets in a workbook fraught with risk.



These initiatives deliver incremental value over time and fund the next work effort. Each gain moves the organization towards digital efficiency and larger margins. There is no one margin event, there is an accumulation.

- 1,300 spreadsheets eliminated as are costs associated with shadow IT
- 40% -50% operational cost savings
- 90% decrease in time to process transactions

More than ever, margins do matter. Investing in modern, digital, transformational technology — instead of new databases and monolithic core systems — is the smart path to reduce costs while increasing profit margins.



1,300 spreadsheets eliminated



40%-50% operational cost savings



90% decrease in time to process transactions

Capitalizing on the speed and efficiency powered by the Appian Platform is key for pension companies to grow in today's market, enabling a level of flexibility, openness and speed to market that can meet their needs now and in the future.

ABOUT APPIAN

Appian provides a leading low-code software development platform that enables insurance organizations to rapidly develop powerful and unique applications. The applications created on Appian's platform help companies drive digital transformation and competitive differentiation.

ABOUT THE AUTHOR



Kate Gingras is driving the rapid growth of Appian's insurance portfolio worldwide. A business technology leader with a decade of accomplishments in digital business transformation. Kate has been a catalyst for successful change within some of the world's most effective insurance organizations – introducing new software paradigms that modernize with simplicity and speed.

