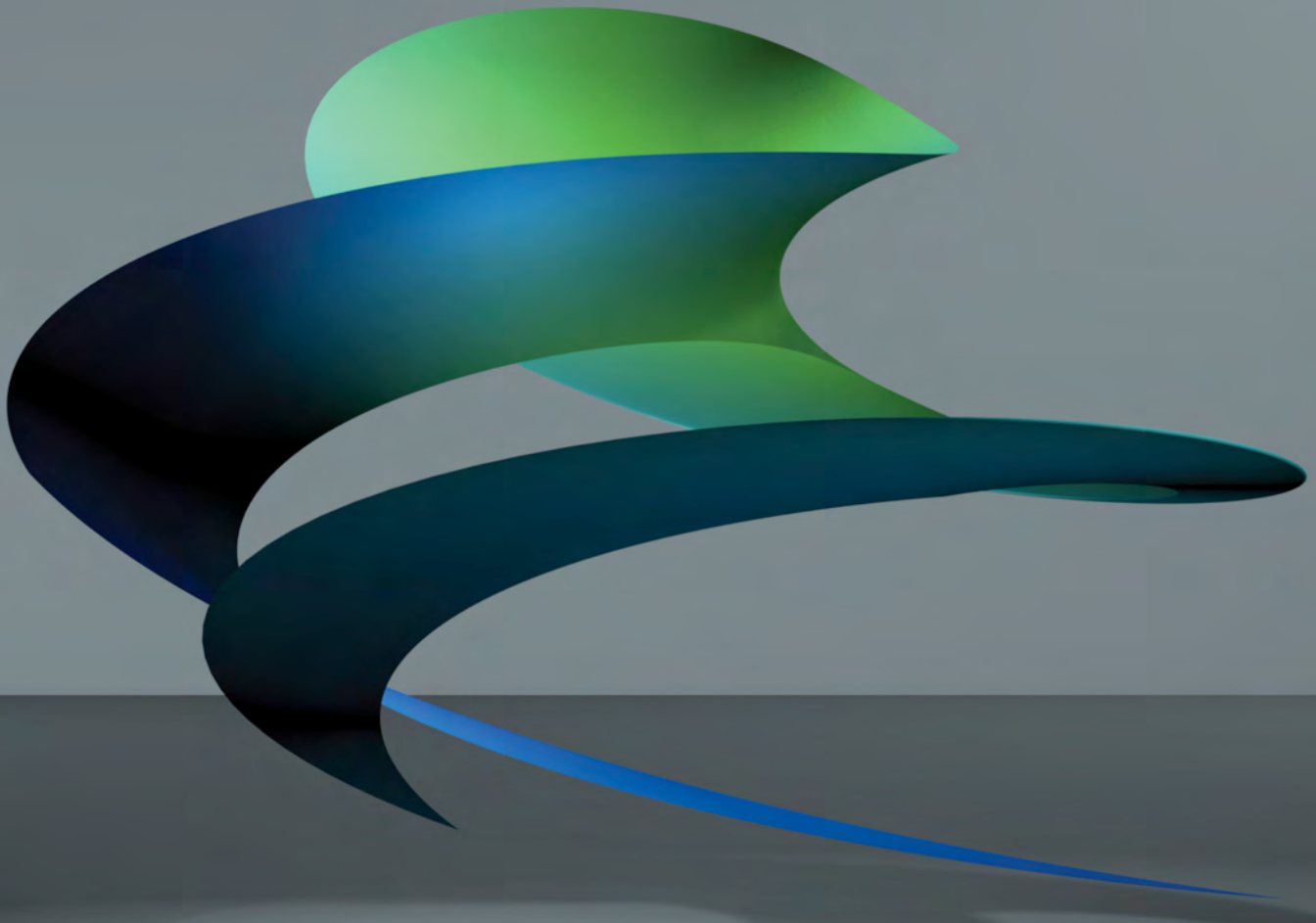




Integrate

A better way to work

We believe that technology can fundamentally change the way that actuaries work in the life insurance industry, making them more efficient, effective, and informed. We built Integrate™ to help them focus on what they do best:

Lead with confidence.

Integrate represents a genuine paradigm shift in actuarial software, technology, and solutions. With the stakes as high as they are—from competitive pressures and increased regulatory complexity to the pace of change and threat of disruption—revolution is the clear way forward.

The Integrate ecosystem builds on the legacy of MG-ALFA® and its proven record for over 25 years. The development, launch, and implementation of Integrate, leveraging the virtually unlimited power and scale of the cloud, begins a new chapter—with a fresh solution created to help actuaries do what they do best.

Software + service

By migrating to a software as a service (SaaS) delivery, coupled with the strategic approach of our consultants, Integrate gives customers a new spectrum of choices: from infrastructure and software to a fully designed, implemented, and proven end-to-end environment for all model changes, testing, and execution of production processes.

Integrate is more than software. Our solution balances technical functionality with operational and professional services support to build and sustain a genuine partnership.

Clients across the world currently use Integrate, with most of our customers in the United States, United Kingdom, Europe, and Asia.

THE INTEGRATE ECOSYSTEM

What is Integrate?



Integrate builds on the legacy of our best-in-class MG-ALFA software to offer the first and only fully industrialized solution for actuarial and risk reporting—and it represents a paradigm shift in actuarial software, technology, and solutions.

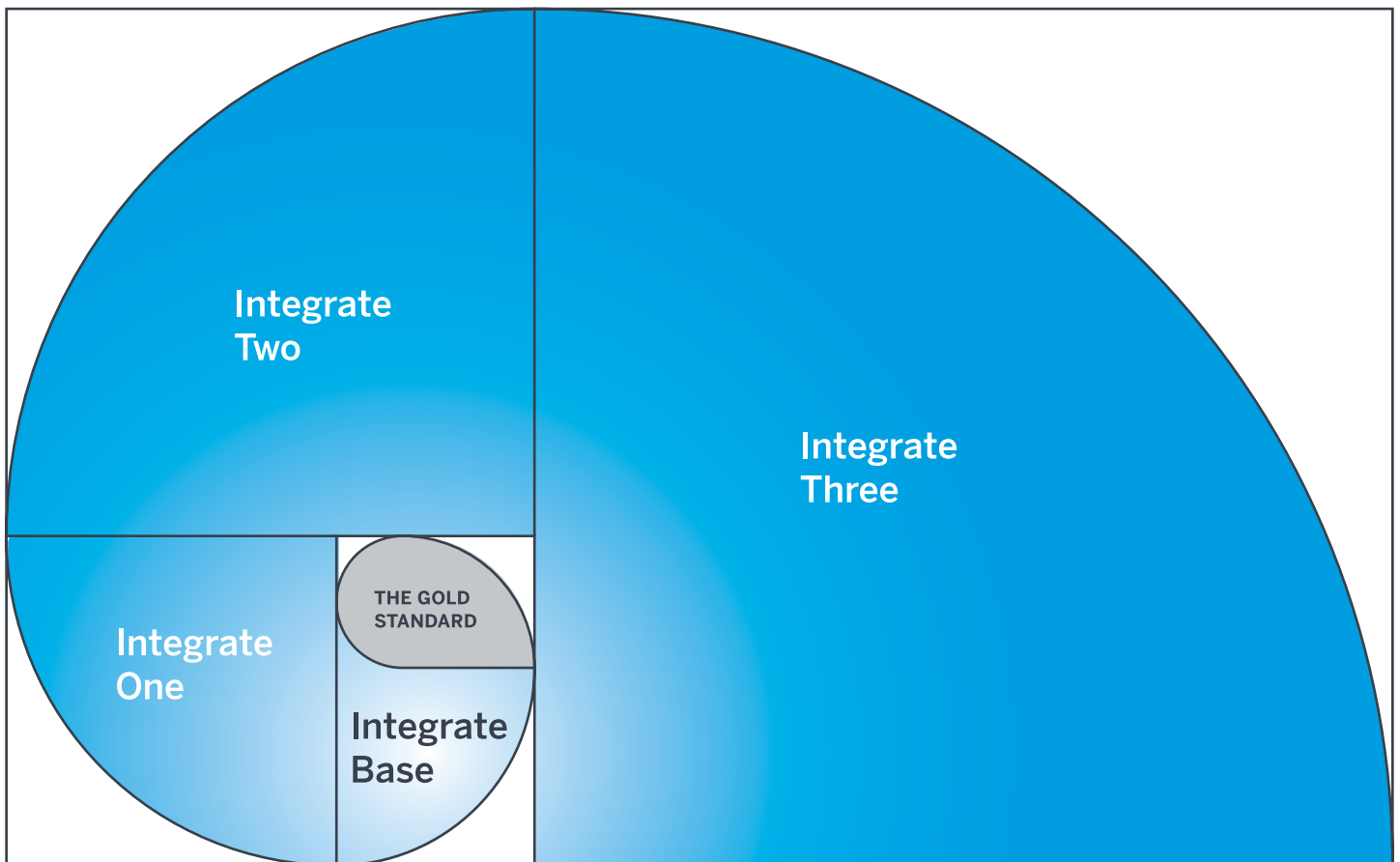
This means that while traditional software focuses almost entirely on delivering system functionality—the what of a solution—Integrate gives equal emphasis to operational and professional services support—the how of a solution. Our revolutionary solution also delivers greater breadth than simply shrink-wrapped software that handles calculations. It is technology and services that handles the entire process including data, change management, governance, control framework, automation, reporting, and analytics.

We built Integrate to not only give actuaries new capabilities but also provide them with the guidance and support to realize those capabilities to their full potential.

Integrate isn't just software, but the foundation of an authentic, tight-knit partnership. It empowers your high-value resources to focus on high-value functions.

What level of Integrate is right for your organization?

Adopt the Integrate platform at the ideal level for your organization's business needs—with tiers of service ranging from simple calculations and basic modeling to a complete end-to-end solution.





Integrate Base

Replaces MG-ALFA as the next-generation actuarial calculation engine. This foundational actuarial modeling software is hosted in the cloud, provides enhanced operational support, and comes with full disaster recovery services. You get the flexibility of an open platform with the accountability of a closed platform—without having to rely on a vendor for customization. All Integrate customers benefit from the investment we have made in our actuarial software solution.



Integrate One

Builds on Integrate Base, enabling you to keep up with the latest best practices and innovations, while helping you to tap into the power and flexibility of the cloud with more scalability, reliability, and the freedom to customize on an open platform with strong governance.



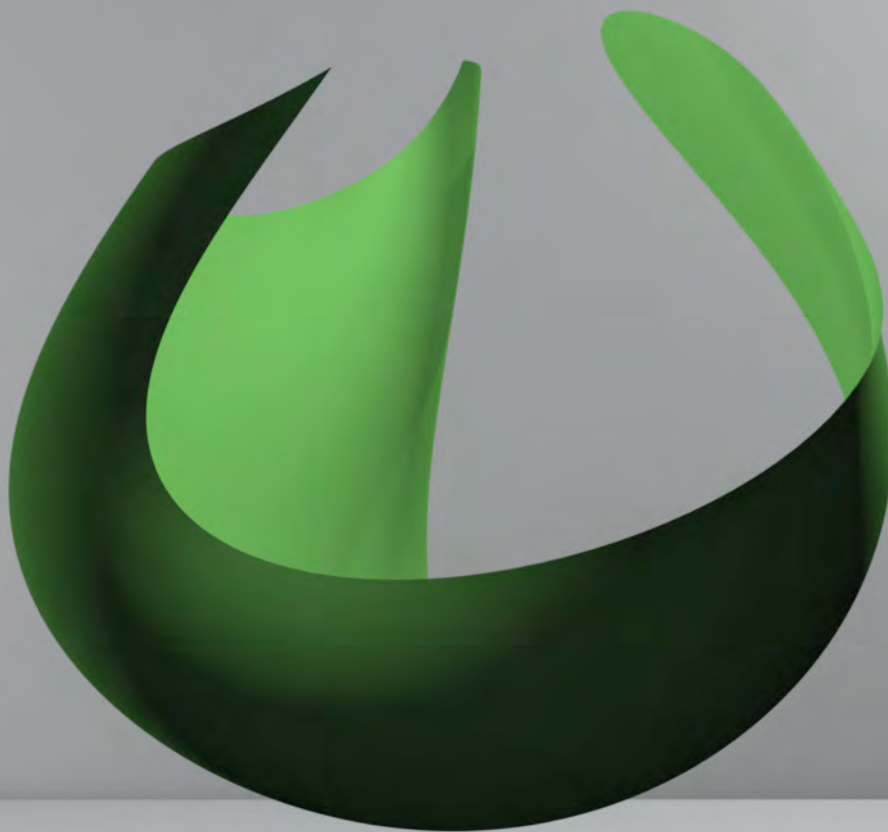
Integrate Two

Builds on Integrate One and provides a higher level of governance through powerful tools to manage and control model development and change.



Integrate Three

Builds on Integrate Two and represents a complete actuarial transformation, with an automated, end-to-end solution, from initial data integration to advanced reporting and storytelling.



FLEXIBILITY AND CLOUD COMPUTING

Integrate One

With Integrate One, you begin a transformational journey. Your models are easier to keep up to date based on an annual model review of best practices and the latest innovations.

Integrate One allows you to tap into the power and flexibility of the cloud with more scalability and reliability. Results are presented in cloud-hosted reports and dashboards, and by running your models in the cloud you can set yourself on the path for future growth, with the ability to scale resources as your needs and goals evolve.

A single platform approach built on the foundation of Integrate Base, combined with efficient model design, cloud computing, and cloud-hosted reports and dashboards, can help you and your teams get more value from your efforts. Robust SLAs, disaster recovery capabilities, and more precise modeling and valuation processes and results all help increase confidence in accuracy and stability.

Tapping into more computational power to manage change

THE CHALLENGE

Regulatory complexity and an increased pace of change have caused many life insurers to begin a slow but deliberate migration to using a single software platform for pricing, modeling, and valuation.

Many pressures are driving this change, including the desire for:

- Reduced costs
- A single version of the truth
- Fungibility of resources
- Increased operational efficiency
- Better (and easier) governance and control

Any single platform needs to be able to handle newer valuation requirements, too, beyond just rules-based valuation. Once a company has enough business on its books to trigger compliance requirements under VM-20, for example, they need to reprice products and prepare to value new-term and Universal Life Policies with Secondary Guarantees business.

If you're like other life insurers in this situation, you've probably found yourself saying things like:

"The new regulations are putting pressure on us to deliver a higher volume of results, and our current systems don't have the power required."

"I need more resources than I have. But I don't need them all the time, and I don't want them to sit idle."

"We've only got a handful of actuaries, and they are forced to spend the majority of their time on ensuring compliance rather than providing insight."

THE APPROACH

The Integrate platform has helped many organizations work through transitions like these, with an approach that helps:

Provide guidance. Every Integrate implementation includes input and guidance on best practices, as well as ongoing professional service support and model design for efficiency and sustainability. The result is an optimized model fit for production and other purposes.

Ensure support. Given the mission-critical nature of a single-platform approach, you need a partner who will provide robust service level guarantees and disaster recovery

capabilities. The Integrate platform provides guarantees for both environment uptime and issue resolution, and managed disaster recovery is built into every aspect of the platform.

Build on-demand computing capacity. The cloud-native Integrate platform delivers highly scalable, elastic computing, with the ability to tap into virtually unlimited power on demand—ideal for handling the modeling-intensive compliance requirements of VM-20 and other principle-based regulatory requirements, and projecting reserve and capital needs to inform your management team.

THE SOLUTION

Migrating pricing, modeling, and valuation to Integrate One has proven the best choice in this situation for many organizations. Simply moving to the cloud and onto a single platform meets many immediate needs, but it also provides a clear upgrade path to enable future growth.

Typical outcomes for a move to Integrate One in this scenario include:

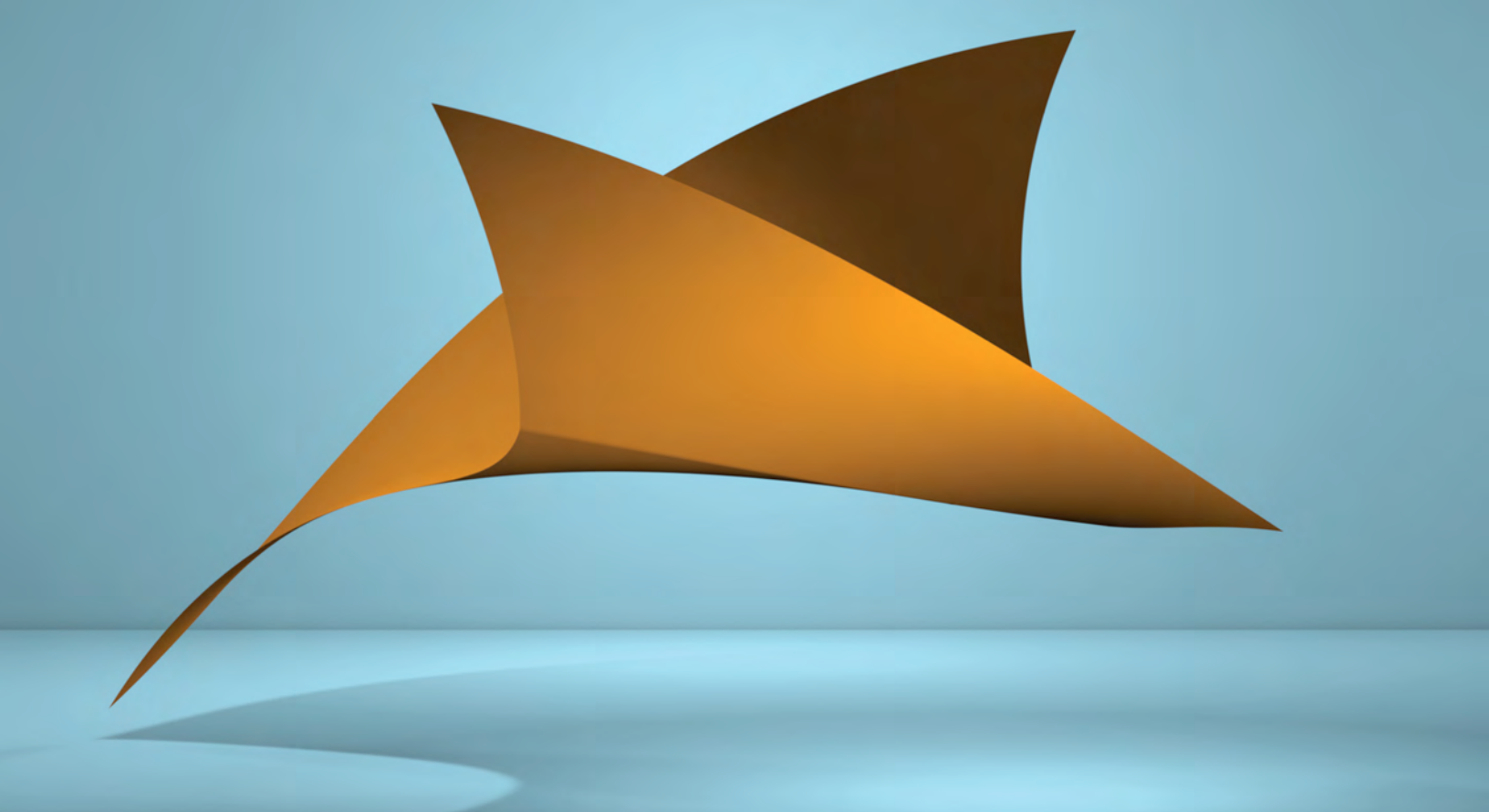
Drastic reductions in staff time required for production processes. A single platform approach combined with efficient model design and cloud computing can help you and your staff get more value from your efforts.

New products developed for VM-20 and valuation under Principle-Based Reserving (PBR). The powerful pricing tools in Integrate One and unlocked efficiency contribute to a boost in actuarial productivity.

Increased confidence in accuracy and stability. Robust SLAs, disaster recovery capabilities, model design, and an annual model review all help assure management that Integrate will remain viable at all times.

Agility to keep up with regulatory shifts. Integrate's unlimited computing capacity coupled with cloud-hosted reports and dashboards, all backed by market-leading support, help you master recent and emerging regulatory changes.

Reduced costs from retiring outdated systems. Moving to a single platform and leveraging cloud computing can allow a company to retire its on-premises grid, creating material savings while also increasing capacity and stability.



MODEL DEVELOPMENT AND CHANGE MANAGEMENT

Integrate Two

With Integrate Two, in addition to the enhanced service and system functionality of Integrate One, we partner with you to keep your models up to date to the Standard Code, and you receive advice on your modeling and valuation processes.

Integrate Two gives you a higher level of governance with powerful tools to manage and control model change.

Integrate Two provides a highly controlled and governed change management environment, enabling model developers to coordinate a release, work in parallel, define and enforce a process around change, and visually see and resolve conflicts, thereby increasing efficiency and consistency. Integrate Two also provides you with guidance in developing a target operating model (TOM).

Making actuarial transformation a reality

THE CHALLENGE

“Transformation” may be an over-used buzzword in our industry, but the concepts behind it are real. Some companies have already undergone a transformation in actuarial processes—shifting to the cloud and leveraging the computing power required for advanced valuation requirements. But many businesses may be just starting or wrapping up such a transformation.

Some examples of key drivers for a company that wants to scale up in this way are adapting to PBR and GAAP LDTI requirements. The goals of these transformations are typically:

- Consolidating systems
- Increasing efficiency
- Better governance and control, for both the calculations and the data/reporting
- Positioning the company for future growth

If you’re in a company with a reasonably large product portfolio, you’re already dealing with PBR and experiencing the challenges of that shift in environment, culture, and infrastructure. You might have found yourself saying things like:

“We’re spending too much time rewriting code and struggling with an outdated, inadequate, on-premises grid.”

“Our actuaries are still too busy ‘turning the crank’—i.e., doing data work and creating numbers—instead of helping make strategic decisions and adding genuine value.”

THE APPROACH

The Integrate platform has helped many organizations start and complete genuine transformations, with an approach that helps:

Deliver managed and unlimited computing capacity. The cloud-native Integrate platform can scale up and down to meet your real-time needs—from a few hundred cores to several thousand—ensuring robust support for the modeling required by PBR and GAAP LDTI.

Reduce costs and increase flexibility. A single cloud-computing platform reduces costs, but Integrate also provides support with model development to leverage system flexibility for unique product features. When we partner with you on model development, all model changes are highly auditable, controlled, transparent, and portable. Partnering with your team, together we take on the annual process of upgrading your models’ business logic, helping you focus exclusively on those decisions that matter, so you can take advantage of improvements that we continuously incorporate into our own standard logic.

Fill resource gaps. Even beyond the stability of strong SLAs, responsive support, and disaster recovery capabilities, the Integrate platform provides assurance in the form of a true partnership.

THE SOLUTION

System consolidation onto the Integrate Two platform is the right choice for companies at the start of or in the midst of an actuarial transformation.

Typical outcomes for a move to Integrate Two in this scenario include:

A solid, growth-oriented roadmap. We partner with you to better understand and define your goals, so we can work together to develop a custom TOM that can become the roadmap for a transformation project.

A fully governed, collaborative model building environment. Integrate enables model developers to coordinate a release, work in parallel, define and enforce a process around change, and visually see and resolve conflicts, thereby increasing efficiency and consistency.

Improvements for valuation and governance. Enhanced capabilities can dramatically improve valuation, as well as governance and control around the production environment with the transparency and auditability of model changes.

A provably stronger organization. The comprehensive improvements of an Integrate implementation can empower management to go to the board, regulators, and rating agencies at the end of a project and declare success in becoming more efficient, nimble, and stable.



COMPLETE TRANSFORMATION

Integrate Three

With Integrate Three, you experience a full transformation, propelling you into the twenty-first century with a comprehensive end-to-end solution.

Integrate Three is for organizations that want to reinvent the way they approach financial modeling and reporting. Going far beyond the model governance tools of Integrate Two, Integrate Three provides an automated, end-to-end solution, from initial data integration to advanced reporting and storytelling.

Integrate Three brings together and automates your entire process, from extracting and transforming back-end data to helping actuaries dynamically and efficiently interpret and analyze results.

With Integrate Three, you have a true strategic partner. Our senior management meets regularly with your senior management to define and confirm strategic priorities. During critical production periods (such as quarter-end valuation), your environment is supported 24/7. If the system goes down while your runs are live, the issue will be resolved within an SLA-specified timeline, no matter the time of day.

Managing the effects of massive growth

THE CHALLENGE

Growth is good, but the fragmentation and inconsistency that's often caused by M&A activity—or even organic growth—can put a drag on future expansion.

Companies in this situation usually have too many different models, used for too many different purposes, all scattered across the organization. The net effect is poor model control, diminished governance, and inefficient production processes.

To get back on track and enable continued growth, these organizations are often urgently looking to:

- Consolidate models and systems into a single platform
- Get more control over the environment
- Restore better governance
- Plan for continued growth

If you're in a large company experiencing rapid growth—or even an enterprise just grappling with multiple business units and a broad portfolio—you might have found yourself saying things like:

"The larger our company becomes, the more complex our issues get."

"Our valuation teams are spending a huge majority of their time just on ensuring compliance."

"There's no clear trail of who has changed what and when, so we're unprepared for audits and reviews."

THE APPROACH

The Integrate platform has helped many organizations control these issues and enable continued growth with an approach that helps:

Consolidate sprawling processes and systems. Integrate can help bring together models and systems onto a single cloud-based platform with high-speed processing, efficient data management, easy access, and consolidated processes.

Take control of production processes. With Integrate, the system and all models reside in a highly secure, controlled environment. All actions are logged, changes are versioned, everything is auditable, and production results are reproducible.

Make better use of human resources. Through workflow automation and simplified governance, Integrate can help free up skilled actuaries from data work onto more high-value activities, such as better ALM analysis, more strategic decision-making, and developing new products.

THE SOLUTION

Integrate Three is the right platform for companies trying to get the side effects of growth under control, so they can build a more stable and scalable system to enable continued expansion.

Typical outcomes for a company moving to Integrate Three include:

Greatly streamlined systems. Integrate Three can vastly reduce both processing times and the overall number of models and processes.

Better calculations. Our best-in-class actuarial calculation engine improves pricing, modeling, and valuation accuracy with built-in base functionality plus the ability to customize.

Improved workflow management. Integrate Three can enable many different applications to be set up as batch processes, easily automating thousands of scheduled projections and greatly simplifying large-scale, ongoing model runs.

Increased competitiveness. Even smaller companies are now pushing to increase production speeds, automate manual processes, and assist decision-making with more detailed analytics, and these areas are absolutely critical for larger companies that want to maintain or increase competitiveness and market traction.

Demonstrable ROI. Moving to Integrate Three has consistently generated significant ROI. One implementation generated a savings of three times the project cost after three years.



THE INTEGRATE ECOSYSTEM

What makes Integrate different?



A BETTER WAY TO DELIVER SOLUTIONS.

The traditional software business model is focused on system functionality. Integrate takes a fresh approach, giving equal consideration to operational and professional services support to help create a genuine partnership.



WE SUPPORT YOU THROUGH OUR DEEP EXPERTISE.

Integrate is backed by a myriad of thought leaders and consultants who know the business and know the software, with a 70-plus year history of providing actuarial products and services.



OUR TECHNOLOGY LEADS THE INDUSTRY.

Our award-winning MG-ALFA software, redesigned and rebuilt to fully leverage the power of the cloud, is at the heart of the Integrate ecosystem, providing best-in-class actuarial and risk management capabilities out of the box along with the ability to customize.



INTEGRATE IS A TRULY COLLABORATIVE PARTNERSHIP.

We take a consultative approach with every implementation, working jointly with you to learn about your organization, objectives, and strategy, so we can design and implement a solution that aligns with your vision.



CLOUD-FIRST—AND FIRST IN THE CLOUD.

Integrate was the first actuarial platform in the cloud. We've been in this business longer than any of our competitors, and we have a deep bench of expertise around developing and supporting cloud-based software.



OUR CAPABILITIES ARE WORLD CLASS.

The financial projections platform at the core of Integrate is second to none. You get extensive support for all major asset classes and insurance products, with calculation capabilities for all major accounting and capital regimes out-of-the-box, which can be used for both point-in-time valuation and complex, multi-dimensional projections.



WE PUT THE "SERVICE" IN SAAS.

Integrate delivers a unique blend of professional services, operational support and leading-edge cloud technology, not just shrink-wrapped, desktop software. Our operations team oversees every implementation, monitoring your environment 24/7 and ensuring the safety and reliability of production cycles.

Integrate gives you access to more information more quickly and more confidently—so you can make key decisions with a clear understanding of the implications.

Integrate. A better way to work.



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