

The Great Divide

Partnering with Insurtech to Transform



PLATFORM
ReVolution



CANADIAN
INSURANCE
CONFERENCE

Introducing Our Panelists





“True strategy is about placing bets & making hard choices. The objective is not to eliminate risk but to increase the odds of success.”

Roger Martin, UofT Rotman



Demographic shifts combined with an increasingly digitally savvy consumer are creating an explosion of opportunities.

These new forces are reshaping the way we develop and price products.

The challenge is for us to creatively differentiate in order to compete.

We are chasing similar industry trends as we seek new ways to innovate.

CORE THEMES

Digital Disruption

What's real?

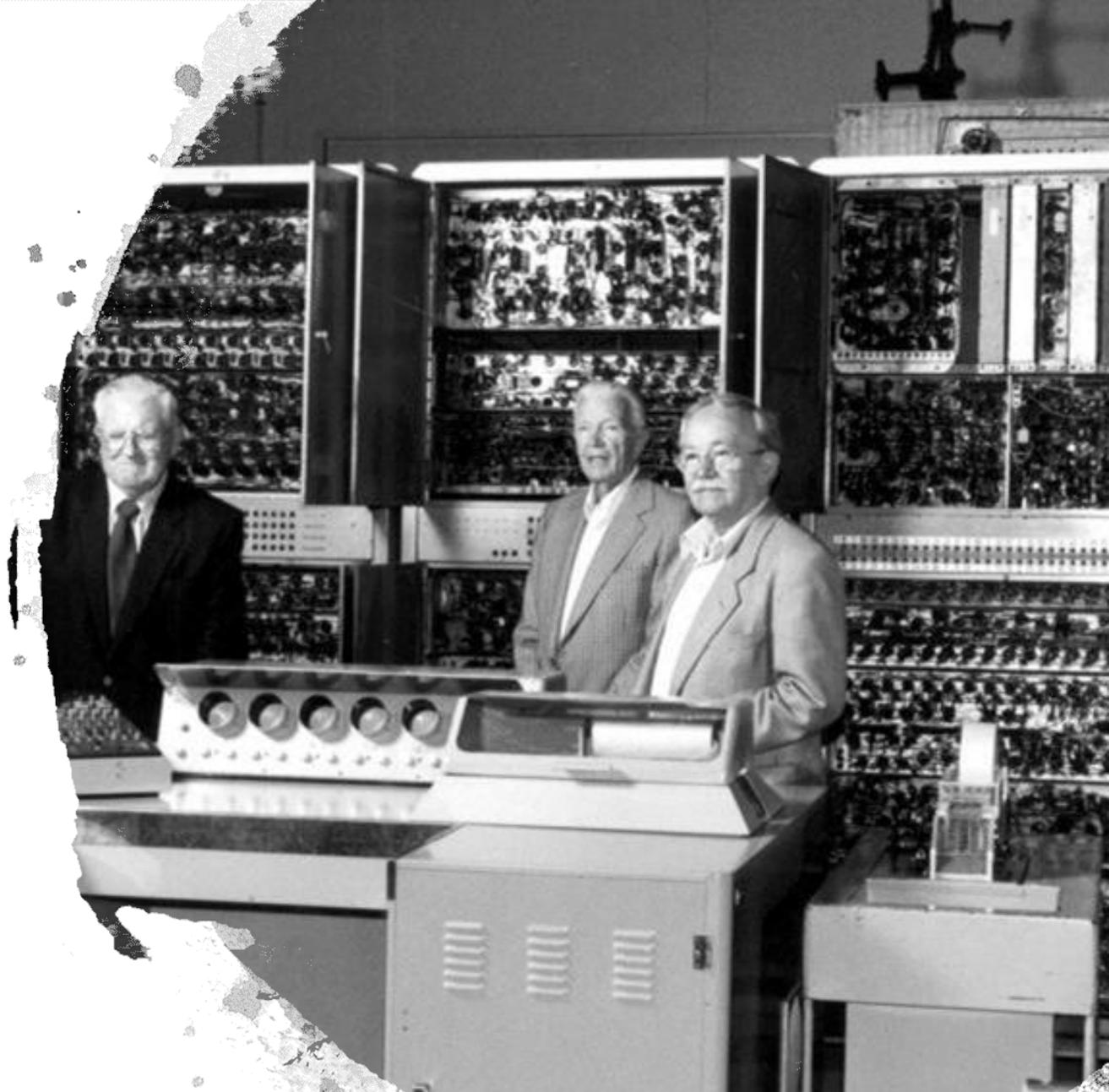
What is meaningful to
the bottom line?

When is it safe?

Legacy Systems

How to transform away from legacy constraints to deliver against new market needs?

What are the real v. perceived roadblocks?
Who drives the change, IT or the business or both?



Data-driven Possibilities

Are we prepared?
What will it take?
What are the risks?

Organizational Models

Why create agility?

How to manage change?

Where to start and
considerations?

Tight budgets are
not a modern
invention.

Are outdated funding models
holding us back?
How to think about intangible value?
Best ways to look at longer term
ROI?



**BUDGET
CUTS.**

Time to take control.

How do we combat the disruptive forces?

What should/must we do alone?

Who can accelerate execution?



A silhouette of a man is perched on the edge of a cliff, leaning forward. Below him, a woman is climbing up the cliff face, reaching up to touch his hand. The background is a sunset over a body of water, with the sun low on the horizon, creating a warm orange and yellow glow. The sky is a mix of orange, yellow, and blue.

Power of partnerships.

Build
bridges.
Lend a
hand.

It's about new ideas.

DIGITAL
LABS

MaRS
Innovation

COMMUNITECH

PLUGANDPLAY

Reinsurance



VECTOR INSTITUTE

PLATFORM
ReVolution



Strategic Investment

PORTAGE

Luge
CAPITAL



Time to cross the “great divide”

How do we take control? Can we? Should we attempt to do alone?





DIGITAL LABS

Business

They transform the business process. They define the scope, and plan the implementation.

>> **Viable**

Design

They create a distinctive customer experience. They design concepts, build prototypes, and hold user testing sessions.

>> **Desirable**

Specialists

They remove road-blocks. They resolve legal, compliance, and risk issues by challenging the status-quo.

>> **Attainable**

Technology

They build the technology fast. They write code, integrate with core systems, and release software.

>> **Feasible**

THE
Great-West Life
ASSURANCE COMPANY

London
Life

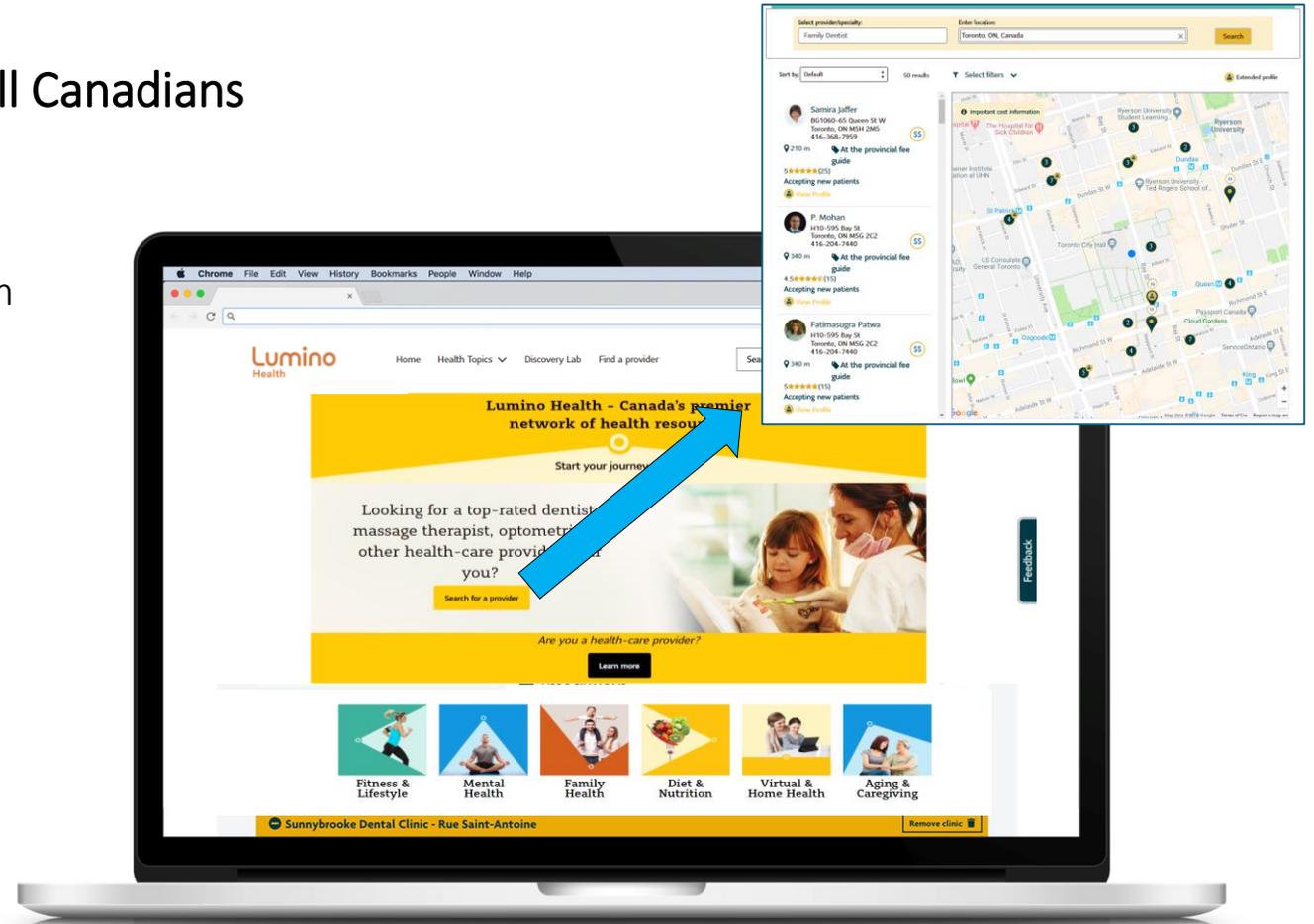
Canada Life

canada **life**

Lumino Health: Canada's premier network of health resources

An innovation from Sun Life, now available to all Canadians

- Find a health service provider within seconds
- Discover the latest apps, products and solutions from health innovators supported by reviews from a community of users
- Read insights and tips from health industry experts
- Connect with digital health community
 - 150K+ Health Service Providers
 - 80+ Discovery Lab partners
 - 20+ credible voices on health (content partners)



“Building the bridge between carriers and customers.”



sureify

The dashboard for Life Co. displays a user profile for 'John Doe' and a 'Welcome' message. It features a 'Challenges Overview' section with a bar chart showing progress for 'Active Challenges'. The chart has six bars of varying heights, with the tallest bar reaching approximately 80 units. Below the chart is a table with columns for 'Challenge', 'Data Accepted', 'Status', and 'Status Date'. The table lists several challenges with their respective data and status indicators.

Challenge	Data Accepted	Status	Status Date
Daily Exercise Challenge	00140010	Progress	00140010
Weekend Walks	00140010	Complete	00140010
Weekend Walks	00140010	Progress	00140010
The Weekend Walk	00140010	Progress	00140010
Virtual Challenge	00140010	Progress	00140010

The mobile app dashboard shows 'Today's Points: 20,456' with a sub-note '104,400 total points'. Below this are two cards: 'Steps: 6,390' and 'Weight: 165 lbs'. There is also a 'Daily Health Tip' section with a photo of a person and a 'Start a Challenge' button.



“The future belongs to those who see possibilities before they become obvious.”

John Scully