

# In\$urance CIO Outlook

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## Top 10 Tech Consulting/Services for Life Insurance - 2019

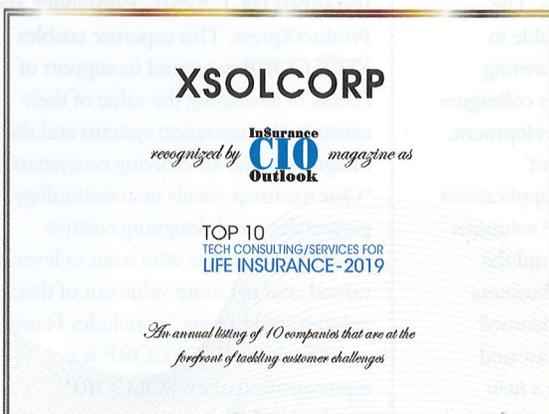
Since the insurance industry was opened to FDI and the resulting regulatory changes, the U.S. has witnessed increased participation of privately-run insurance companies. For a long time, the traditional insurance business model had proved to be remarkably resilient to any change in the sector. However, the landscape is now changing fast.

The current insurance marketplace is flooded with various technologies and integrated services around IoT and data analytics. Insurance companies are turning toward blockchain, augmented reality, Artificial Intelligence (AI) and Robotic Process Automation (RPA) to streamline business processes and operations. To sift through these various technologies and implement them at their optimum capability, insurance companies also require consultancy services from the technology experts. This digitalization trend is driving a change in the operating and business models of insurers, creating new InsurTech partnerships through disaggregation in the insurance value chain. Opting for an apt

insurance technology service provider or consultancy partner will allow insurers to manage risk, improve subscriber loyalty and optimize sales opportunities in better ways. The business circle, years of experience and experts views are some of the other pivotal aspects on which the decisions can be made

To help companies navigate through the best-breed insurance technology services provider Insurance CIO Outlook has compiled this edition on top 10 tech consulting/services for life insurance. Through a distinguished panel comprised of CIOs, VCs, industry analysts, Insurance CIO Outlook's editorial group, we have evaluated and shortlisted 10 consulting/services organizations that have significantly stood out as some of the most prominent players in the insurance technology arena for the year 2019. The organizations featured in this issue through their business knowledge and industry prowess have established their eminence in the insurance technology sector.

We present to you Insurance CIO Outlook's "Top 10 Tech Consulting/Services for Life Insurance – 2019."



**Company:**  
XSOLCORP

**Key Person:**  
Garry Fenton  
CEO

**Description:**  
A technology company that provides consultancy services for the insurance industry, XSOLCORP designs creative solutions to let clients leverage their legacy apps

**Website:**  
xsolcorp.com

## XSOLCORP

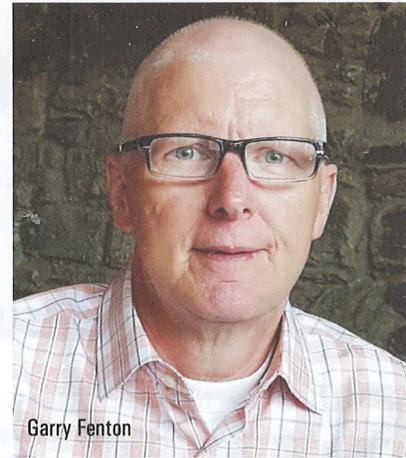
### Modernize, Extend, and Future-Proof your Investment

**X**SOLCORP, a boutique consultancy that provides technology services for life insurance companies, represents the classic case of life coming full circle. Originating as CAPSCO, a small Canadian insurance software company later rebranded as SOLCORP, the organization was purchased by Electronic Data Systems (EDS) in 1997 and subsequently acquired by Hewlett Packard Enterprise (HPE) in 2009. Having endured the entire journey from CAPSCO to HPE, a contingent of employees including Garry Fenton concluded that the internal processes of large companies impede their ability to wholeheartedly service clients. As a result, Fenton and his colleagues decided to form XSOLCORP and institutionalize core values that would forge symbiotic, long-lasting relationships with customers. XSOLCORP operates with minimal overheads and a streamlined internal process that allows the company to focus on each customer and prioritize their every need. “After undergoing years of organizational change and layering of internal processes, we formed XSOLCORP with the sole focus of providing outstanding customer service. Unlike big companies, we can react quickly, understand the customer’s specific needs, and offer creative solutions while demonstrating value at every interaction. As a service company, we provide high-value, honest, and reference-worthy services,” says Fenton, CEO, XSOLCORP.

The value of honesty is demonstrated daily in XSOLCORP’s services for the insurance landscape, which include project estimation; planning and management; business and technical consulting for new product launches, regulatory/compliance updates,

platform migrations, and more. Rather than asking clients to abandon legacy applications—the norm in today’s digital economy—XSOLCORP devises creative methods to help its customers integrate these applications seamlessly into their digital strategy. By consolidating multiple blocks of businesses into one administration system, XSOLCORP helps its customers reduce operational and administration costs, improve time to market and, most importantly, improve customer experience. “Our message to clients is simple—we modernize, extend, and futureproof your investment. Our customers are using applications that they’ve invested a lot of time, money, and energy into modifying to achieve a competitive advantage. We ensure that customers don’t discard their investment,” explains Fenton.

In addressing issues and challenges faced by the insurance industry, XSOLCORP undertakes a myriad of projects, ranging from small consulting engagements to complex project management and support. Operating with the strong belief that some legacy applications are still viable and relevant, XSOLCORP supports organizations running popular policy administration applications such as INGENIUM, CAPSIL, and related systems. The team is uniquely knowledgeable in these applications. Prior to forming XSOLCORP, Fenton and his colleagues were instrumental in the development, marketing, and deployment of INGENIUM and CAPSIL applications over 35 years. “XSOLCORP solutions essentially put wrappers around the applications and the client’s business functions, so they can be consumed as services. By putting logic around those wrappers, we integrate a new set of process workflows to optimize



Garry Fenton

and expedite processing. The idea is to reduce interaction, administration, and acquisition costs per (insurance) policy,” says Fenton. XSOLCORP has also developed a UI overlay providing an intuitive, ultra-modern look and feel. It sits atop the client’s legacy app extending accessibility to all browser-enabled devices including tablets and phones.

In recent years, the company’s focus has expanded from ensuring a customer’s backend process runs smoothly, to delivering the top-notch user experience. To this end, XSOLCORP has recruited leading domain experts onto its team and established strategic partnerships with technology companies specializing in INGENIUM, CAPSIL, PathFinder, and ProductXpress. This expertise enables XSOLCORP to expand its support of clients in leveraging the value of their existing administration systems and their integration into an evolving ecosystem. “Our roadmap entails new technology partnerships and designing creative solutions for clients who want to leverage, extend, and get more value out of their existing applications,” concludes Fenton.

The name XSOLCORP is a representation of ex-SOLCORP employees. **10**