



INSURANCE SECTOR CASE STUDY

Agile Transformation Story

BENEFITS

- Increased adaptability and responding any urgent demands from customer and regulatory authorities
- Customer happiness increased
- Employee engagement increased
- Simple, up to date and easy configurable systems created

CHALLENGES

- Insurance sector has lots of players and competition is strong
- Customers want to price advantages with high quality services otherwise can shift to other companies easily
- Agents are main sales channel and want to have flexible services, products and systems
- Digitalization is the key to adapt whole market dynamics and customer expectation
- Legacy organization has strong silos

SOLUTIONS

- Being pioneer of lots of new products and services with increasing time to market
- Organization is reshaped with Customer centricity and Customer oriented Value Streams accordingly
- New services, products and cross functional teams are created to close customer expectation immediately
- From legacy monolog system to new generation systems service-based system are developed.
- Agents had adoptable, easy to configurable products and services
- Digitalization focus Agile Business Unit formed and created Digital Insurance platforms with 2x speed
- Employees had opportunities to be decision maker, empowered and take responsibilities as a team
- In a nutshell Strategy to Execution linked with Agile way of thinking and way of working



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