

Warsaw [PL], 16 February  
TINtech London Market 2017

**“Technology is no longer tactical, it’s strategic and fundamental to business success” - main conclusion from TINtech London Market conference 2017.**

**On Tuesday 7<sup>th</sup> February 2017 Sollers Consulting, an IT and business advisory company, supported and participated in the 3<sup>rd</sup> TINtech London Market Conference, hosted by The Insurance Network. The conference attracted 251 attendees from the Lloyd’s and London markets along with leading IT suppliers to the Grand Connaught Rooms in Holborn. The aim was to discuss the importance of technology for the insurance market in London. The main statement was “technology is no longer tactical, it is strategic and fundamental to business success”.**

The Insurance Network created the perfect platform to bring Insurance companies and IT providers together and find solutions to one of the main questions that will affect the London Market in the coming years: how can companies drive digital innovation within their businesses in order to deliver value and improve the client experience?

The conference kicked off with two keynote presentations supported and chaired by Michal Trochimczuk, Managing Partner of Sollers Consulting. After a brief introduction, Paul Jardine, Chief Experience Officer at XL Catlin gave a presentation about how technology is changing the London Market, asking if the traditional, “face to face” business model of the London Market can stand up to the rapidly changing environment. Steve Hearn, CEO of Ed Broking then continued the discussion by focusing on the changes that need to take place within the operating model in order to include technological advances and make processes more client focused.

The first streamed sessions focused on overcoming strategic challenges in the current market and looked at fostering and managing innovation, market modernization, emerging technologies and digital transformation. After a networking lunch attendees were invited to take part in panel discussions which focused on delivering a client centric experience, transforming the operating model, overcoming data challenges and InsurTech innovations. The final workshop sessions homed in on more practical ways to innovate and move forward. We looked at machine learning and AI, Blockchain, Core System modernisation and the Cloud.

The closing panel discussion aimed to summarise the day and answer the question, “Is London ready for digital and is the pace of change fast enough?” Simon Gregson, CIO of Novae Group, Kirk Maddern, COO of Liberty Syndicates and Jasmine Shell of the LMA (and representing the Digital Minds Think Tank) discussed whether the current pace of innovation was fast enough - and ways that digitization can be pushed forward in such a traditional market place. Michal Trochimczuk, Sollers Consulting then led a Q&A session and closed the event with some concluding comments.

Whilst everyone believes technological innovation will have a big part to play in the coming years, the question is how best to integrate these new processes into a traditional market place that often pushes

back against change. The London Market is based on strong traditions and has weathered challenges for hundreds of years, always coming out the other side relatively unscathed. Now that the next generation of technological advances are knocking on the door at Lloyd's, it is up to companies to break from tradition and take a leap of faith in order to enhance the client experience and improve efficiency.

**About Sollers Consulting:**

Sollers Consulting is an international company specializing in advisory and implementation services for the financial sector. The company was established in Warsaw in 2000, by experts in the fields of operational consulting and IT. The company cooperates with a number of partners throughout the world including Guidewire, Moody's Analytics, Microsoft, Oracle and TIA Technology. Sollers Consulting is distinguished by its ability to combine business expertise with competency in new technologies. The Sollers Consulting team has completed various projects for over 50 financial groups from all over the world, including Santander, Millennium, Raiffeisen, Talanx (Warta), Inter, Generali, ING and Proama. In day to day work, the company utilizes modern project management methods such as Agile methodology. The core value of Sollers Consulting is a strong team of professionals – the company employs almost 400 qualified consultants and developers in Warsaw, Lublin, Poznań and Cologne. More information can be found at: [www.sollers.eu](http://www.sollers.eu).

**About The Insurance Network:**

The Insurance Network is a strategy forum for directors from leading brokers and insurers from the UK insurance sector – mainly GI and Large Commercial / Lloyd's and London markets. The network meets annually for 4 big conferences and on an ad hoc basis for evening panel discussions and breakfast briefings. Please see [www.the-insurance-network.co.uk](http://www.the-insurance-network.co.uk) for an overview.



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