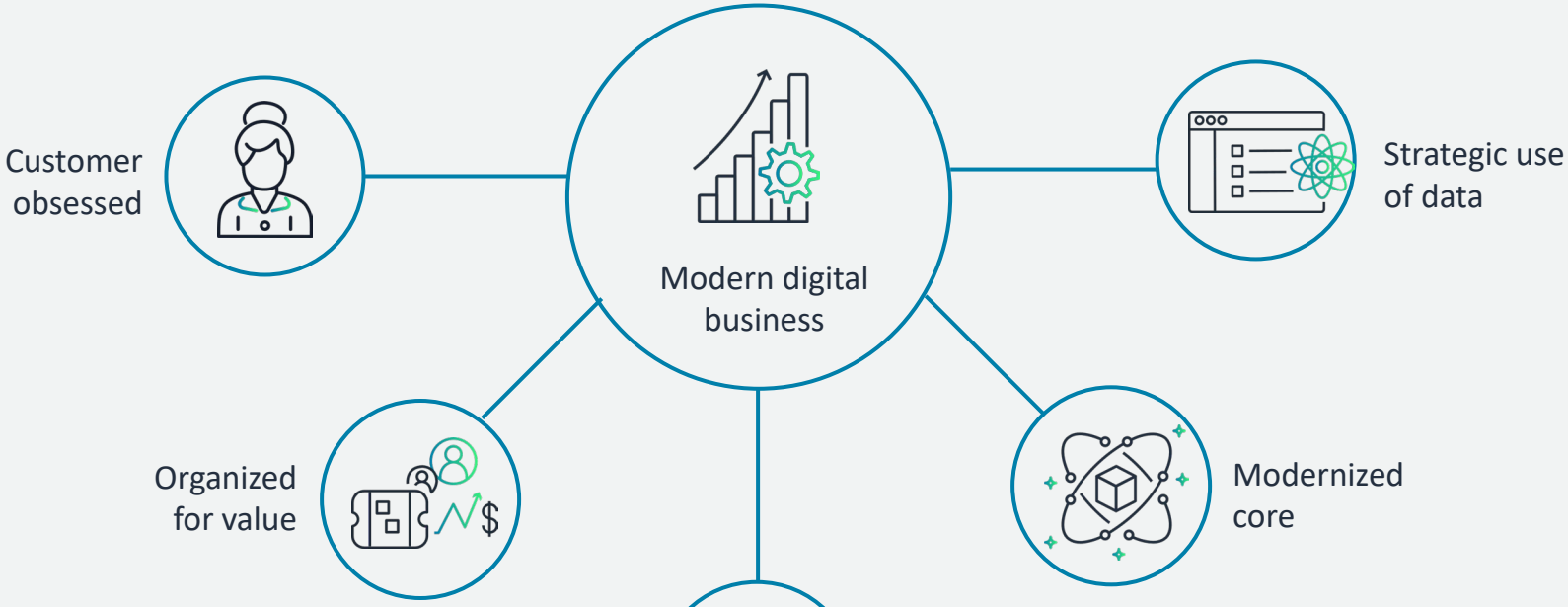
TIN tech
LONDON MARKET
Supplier spotlights

TIN tech
LONDON MARKET

Supplier spotlight

© 2025, Amazon Web Services, Inc. or its affiliates. All rights reserved.

Characteristics of a modern digital business



Guardian

Invest, rest, learn, and fail quickly retrained 2,500 employees to agile.

John Hancock

New cloud-based contact center solution in 30 days.

Test and learn culture

Allianz | Allianz Trade

Transformed existing monolith application into a modern microservices-based architecture

AXA

Insurance-as-a-Service platform for partner companies to offer insurance

aws

© 2025, Amazon Web Services, Inc. or its affiliates. All rights reserved. Amazon Confidential and Trademark.

Commercial and Specialty Insurance Focus Areas

Digital underwriting

Automate submission-to-bind workflow as underwriting workbenches gain popularity

Claims automation

Streamline claims from first notice of loss to improve claims handler efficiency

Financial operations

Simplify complex financial transactions via broker, coinsurance, and reinsurance processes

Mainframe modernization

Realize the benefits of a modern data and analytics architecture

© 2025, Amazon Web Services, Inc. or its affiliates. All rights reserved. Amazon Confidential and Trademark.

Insurers of all sizes are transforming on AWS

© 2025, Amazon Web Services, Inc. or its affiliates. All rights reserved. Amazon Confidential and Trademark.

Thank you!

Arno de Wever

dewevera@amazon.co.uk

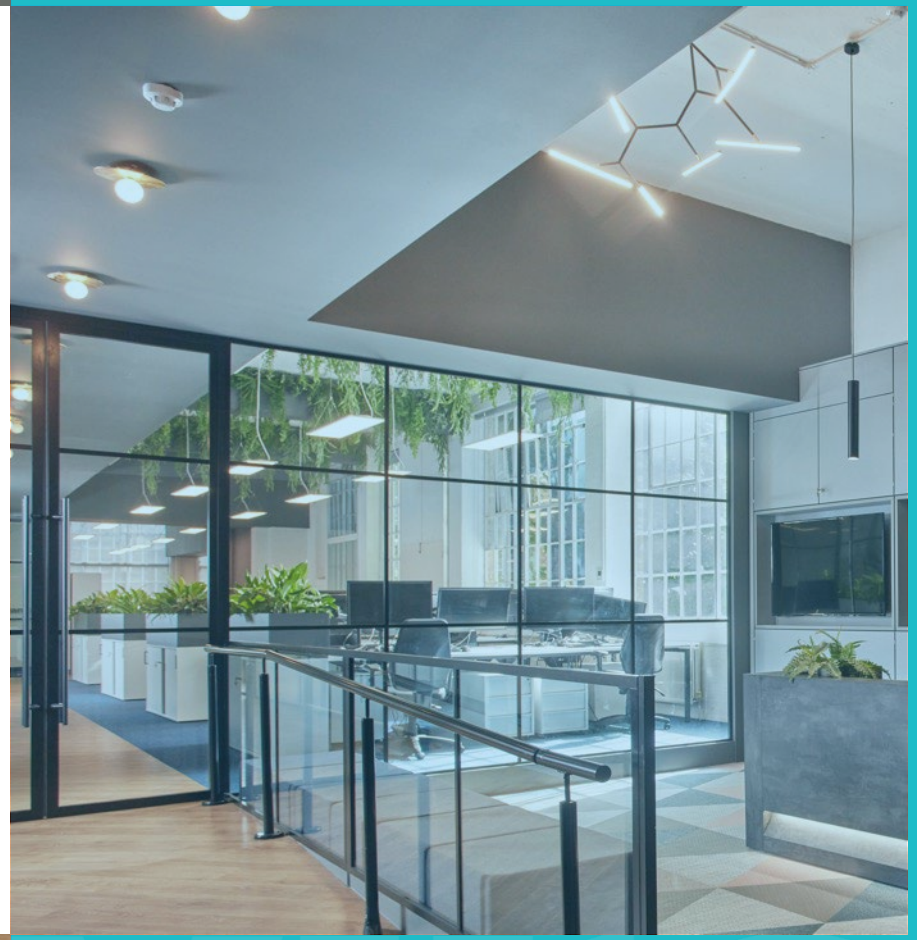
© 2025, Amazon Web Services, Inc. or its affiliates. All rights reserved.

TIN tech
LONDON MARKET

Supplier spotlight

Softwire

Softwire



Softwire

Introduction to Softwire

Delivering exceptional software engineering for nearly 25 years

We're a UK-based digital software development agency. We're big enough to scale, but small enough to care. We believe in:

- Client Focus
- Smaller Teams
- Ownership and Accountability
- Success built on finding the best design and technical solution for each project / drawing on our wide experience developing software

390+ — Multi Skilled Staff

>80% — Annual Repeat Business

#1 — Best Place to Work

>90% — Annual Staff Retention

Our Services

Data Engineering & AI

Cloud-native data platforms and AI/ML-ops, with exceptional scalability, reliability, and robustness.

Digital Engineering

Full-stack software development, infrastructure and DevOps through to front-ends, APIs, and mobile apps.

Product Design & Innovation

World-class, people-centric product services, and impactful user experiences which delight users and customers

Some of Our Clients

RSA, Lloyds Banking Group, Direct Line Group, Zurich, Tokio Marine HCC, MS Amlin, BNY, G Research, Railpen, Stockdale Street, Cabinet Office, rightmove, LNER (London North Eastern Railway), David Lloyd, BBC, ITV

Our Accreditations

The UK's #1 Best Large Company to Work For Q1 2023; Cyber Essentials Certified Plus; ISO 27001 Certified; aws Partner Advanced Tier Services

FT Financial Times / statista — UK's Leading Management Consultants 2024

Gold Award 2021 Payroll Giving

Softwire

FSI Spotlight – Market Technology Issues

Digital innovation and change programmes constrained by legacy systems

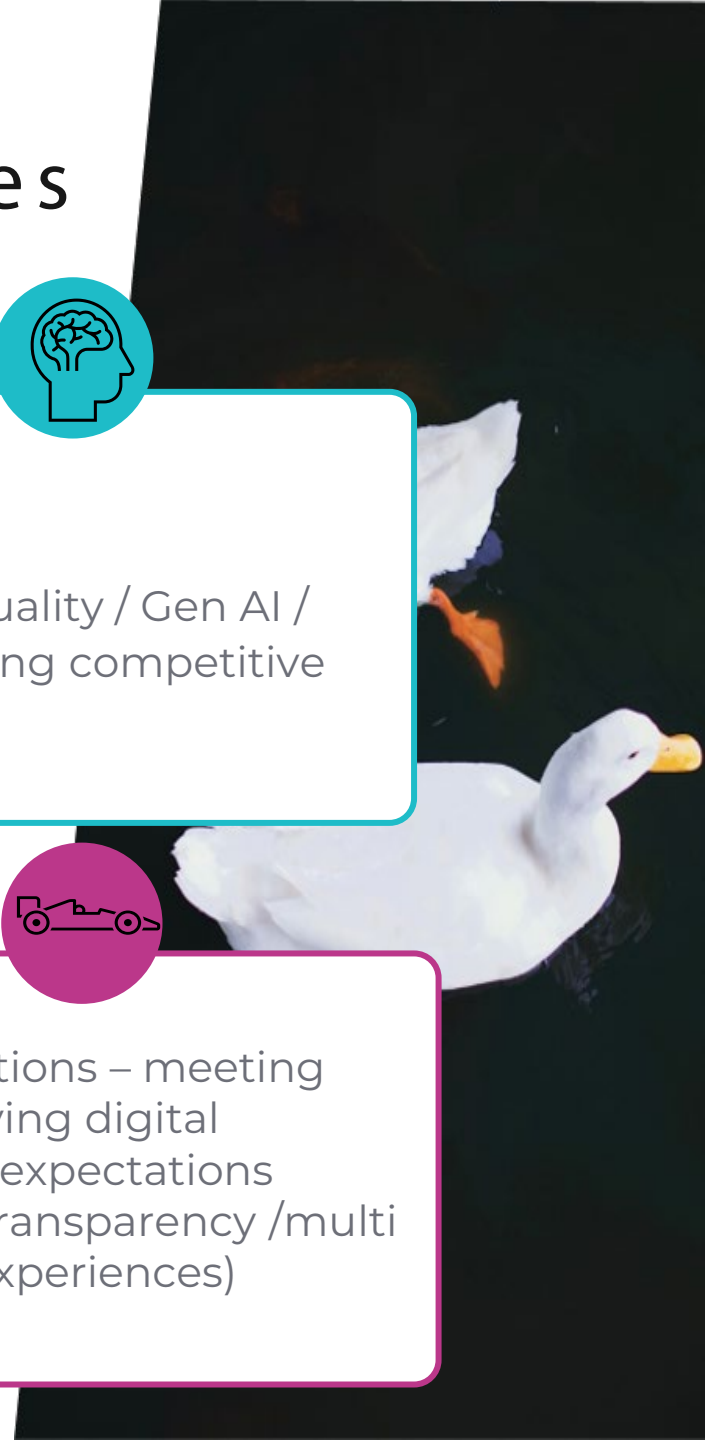
IT resource constraints / Bandwidth / Skills access

Data Quality / Gen AI / Remaining competitive

Current tech programmes over budget / delayed

Aspirational gaps in tech capability and culture (DevOps industry best practice)

CX frustrations – meeting their evolving digital customer expectations (speed / transparency /multi channel experiences)



Softwire

Dave Wilson

Head of FSI

dave.wilson@softwire.com

TIN tech
LONDON MARKET

Supplier spotlight

TIN tech
LONDON MARKET

Supplier spotlight

GenAirate
TECHNOLOGIES

GenAirate Technologies

Introduction – Jan 2025

© 2024 GenAirate. All rights reserved | genairate.io

AN EXAMPLE PROBLEM STATEMENT

The complexities of insurance arise from diverse risks, regulatory challenges, and an overwhelming amount of unstructured data, underscoring the need for efficient, AI-driven solutions to streamline underwriting processes.

- **Manual peril extraction** from unstructured data sources (PDFs, Excel), leading to inefficiencies and errors
- **Potentials for human error**, slowing down underwriting processes and increasing operational risk
- **Underwriters can spend excessive time** on individual case triage rather than focusing on strategic portfolio management
- **Need for faster and more accurate responses** to brokers in order to improve risk selection, customer satisfaction, and drive revenue growth
- **Manual data entry burdens (sequel)** workflow, increasing time spent on administrative tasks rather than core underwriting activities

© 2024 GenAirate. All rights reserved | genairate.io

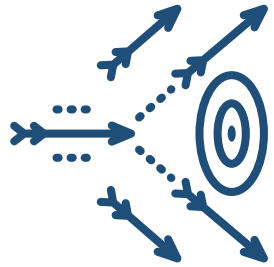
CHALLENGES

KEY CHALLENGES IN UNDERWRITING INCLUDE:

Time-consuming and complex processes

Inconsistent risk assessment due to subjective judgement

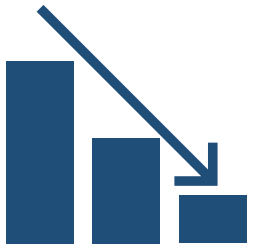
Delays affecting broker satisfaction



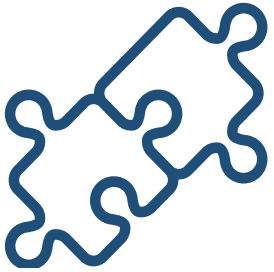
Difficulty in accurate risk pricing

Inconsistent data formats from brokers

Manual and time-consuming triaging



Response speed leading to lost opportunities



Limited integration with modern data sources

© 2024 GenAirate. All rights reserved | genairate.io

OUR UNDERWRITING SOLUTION

AI tool automates peril extraction from unstructured sources

Custom-built to fit existing workflows and integrate seamlessly via API

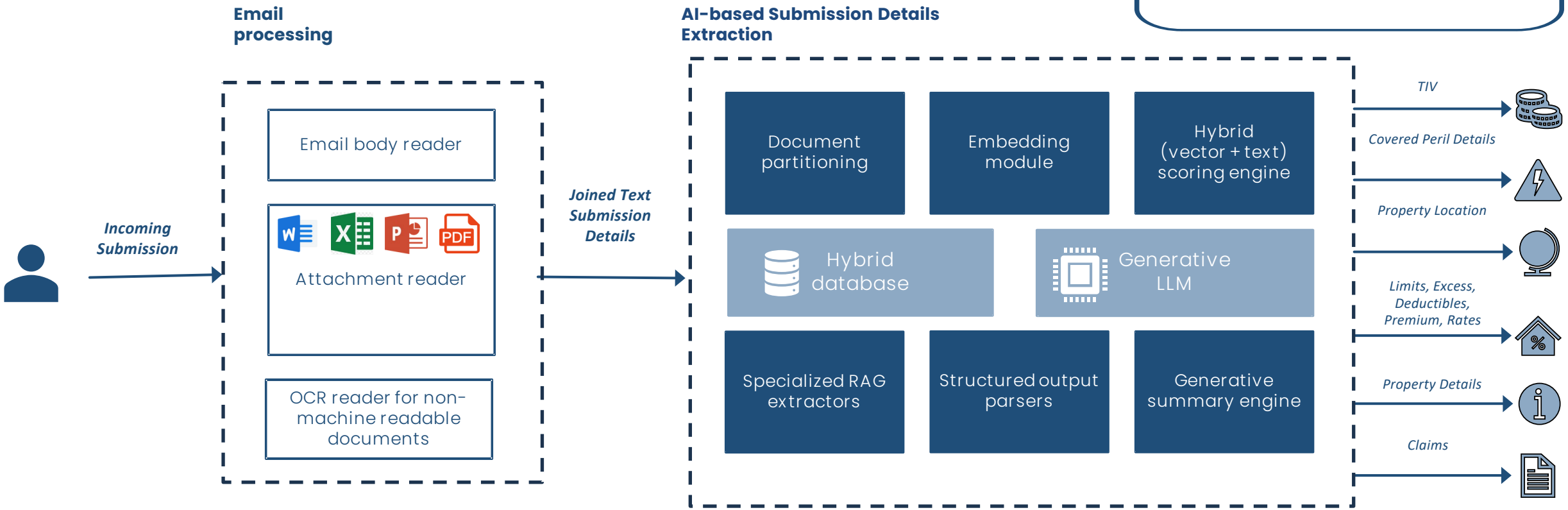
Supports quicker triage and improved risk selection by reducing manual processes

Allows underwriters to **focus on higher value tasks**

© 2024 GenAirate. All rights reserved | genairate.io

SOLUTION OVERVIEW (PROPERTY)

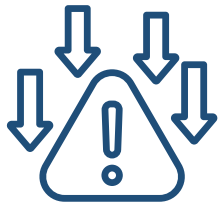
Outputs for now. Fully configurable and extensible to fit underwriter needs



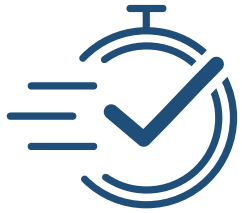
© 2024 GenAirate. All rights reserved | genairate.io

KEY METRICS & OUTCOMES

Significant reduction in time spent on manual peril extraction, freeing underwriters to focus on higher-value tasks such as risk analysis and portfolio optimization



Marked decrease in human errors throughout underwriting processes, resulting in more accurate risk assessments and reduced operational risks



Faster response times to brokers, improving communication and helping underwriters deliver timely, accurate quotes, ultimately enhancing broker satisfaction

Enhanced risk triage capabilities, leading to better risk selection and a more efficient allocation of underwriters' expertise

Opportunity to write more risks, resulting in greater revenue potential as brokers are drawn to the speed and accuracy of the improved service

© 2024 GenAirate. All rights reserved | genairate.io

BENEFITS

LIVE AGGREGATE POSTION

Enabling underwriting with confidence and full use of aggregate.

Live aggregate position knowing where your risks are a commercial advantage if not you are not in a position

INCREASED SPEED

Faster underwriting decisions, improving turnaround times and broker satisfaction

HIGHER PROFITABILITY

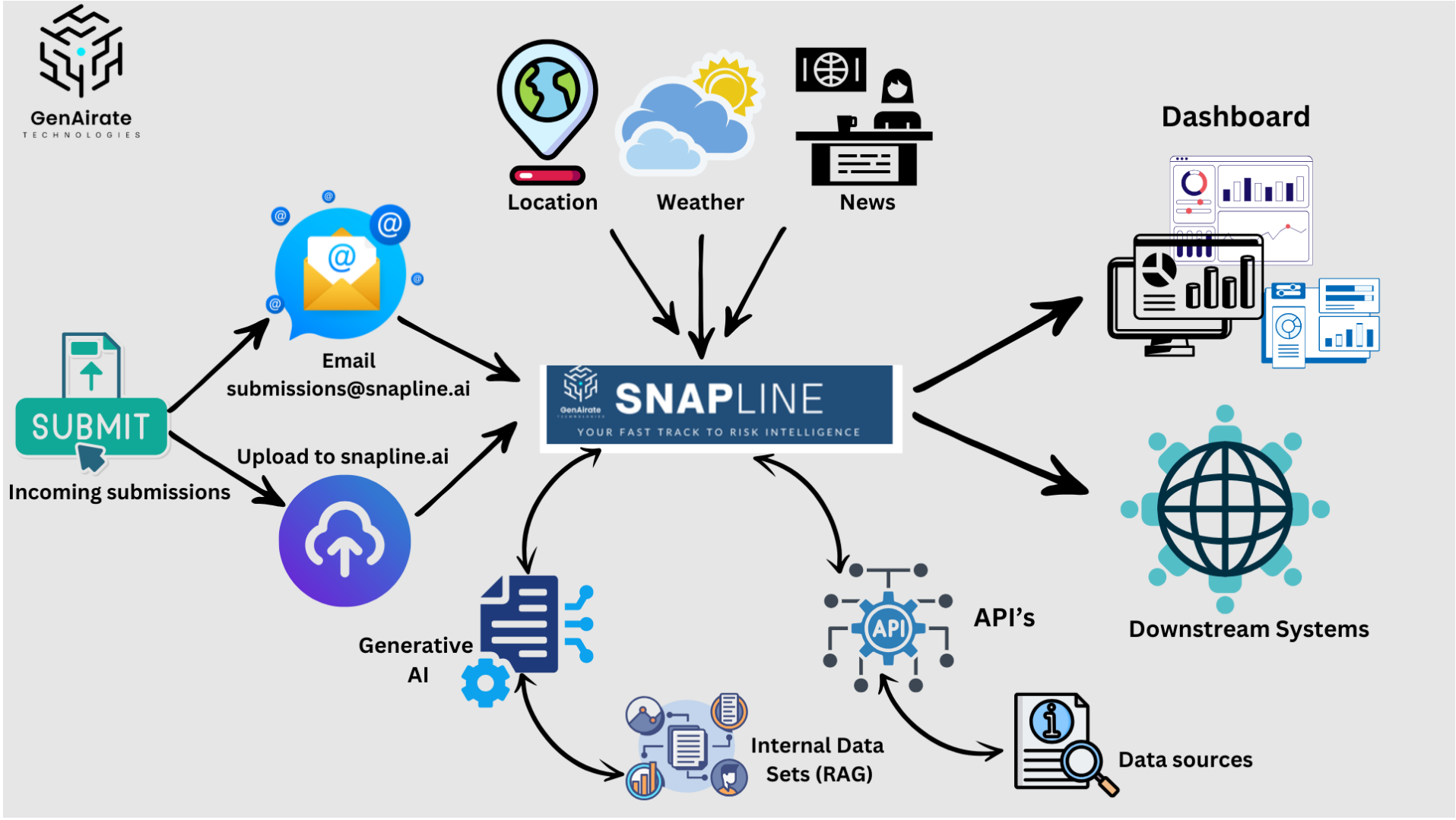
Optimised pricing and underwriting strategies

Minimised losses

Underwriters can focus on higher-value tasks

© 2024 GenAirate. All rights reserved | genairate.io

ENGAGEMENT MODEL

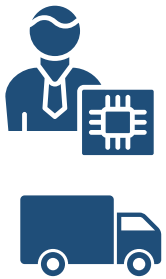


© 2024 GenAirate. All rights reserved | genairate.io

TEAM COMPOSITION

CEO: Bringing over 30 years of experience in technology, primarily within Financial Services, our CEO is a seasoned leader with a proven track record of driving innovation and delivering transformative solutions to large-scale institutions.

Sales Director: With extensive experience in selling cutting-edge technology to Financial Services, our Sales Director excels in building strategic client relationships and driving revenue growth.



CTO and Head of Delivery: Both hold PhDs in Data Analytics/AI and have previously served as professors. They lead the technical strategy and ensure seamless delivery of AI-driven solutions, applying their deep expertise in academic research and industry practice.

Subject Matter Experts (SMEs): Our SMEs, hailing from large carriers, also hold PhDs and bring unparalleled industry knowledge, ensuring our solutions are finely tuned to meet the unique demands of the insurance sector.

© 2024 GenAirate. All rights reserved | genairate.io

USE CASE - OTHER OPPORTUNITIES

PROPERTY FUNDS

Faster and more accurate property evaluations.

Improved risk management through comprehensive data analysis.

Integration of additional real estate data sources for better decision-making.

ASSET MANAGEMENT

Enhanced investment portfolio analysis.

Automated financial and market data assessment.

Improved risk management across asset classes.

TRIAGE OF COMMERCIAL FINANCING

Automate extraction and analysis of survey reports in commercial financing.

Use OCR, NLP, and AI to match data against underwriting criteria.

Enhance efficiency, accuracy, and decision-making in the financing process.

TRIAGE OF CASE DOCUMENTS

Automate processing and analysis of case documents.

Use AI to compare data with legal standards.

Improve efficiency and accuracy in case management.

© 2024 GenAirate. All rights reserved | genairate.io

THANK YOU!

Yogesh Joshee

CEO & Founder

yogesh@genairate.io

Tim Norman

Sales Director / Co Founder

tim.norman@genairate.io

GenAirate

TECHNOLOGIES

Empowering Digital Transformation with AI

© 2024 GenAirate. All rights reserved | genairate.io