

CLIENT SUCCESS STORY

Surfacing data ingestion and integrity issues

INTRODUCTION

This insurance business provides liquidity to insurance underwriters and brokers by buying their policies and owning the renewal risk. Their rapidly developed data architecture and SQL warehouse needed to be redesigned, to accommodate their next growth cycle.

Quantifying the size of their existing challenges formed the core of this project-based consulting engagement. They needed some basic reporting to continue existing business development and understand the potential degree of variance in assumed risk.

This client success story explains how issues were surfaced, quantified in order to support the follow-on redesign and development of their enterprise data architecture.

HIGHLIGHTS

- Core persistency and cancelation rate KPIs
- Identification of data ingestion and ETL issues
- Quantify scope of re-architecture requirements

COMPANY HIGHLIGHTS

Region

USA

Sector

Insurance

Division

Medicare

Solutions Technologies:

Microsoft

Solutions Products:

Power BI



Tim Watson
Author, Partner



Data & AI
Azure

CHALLENGE

Accurate and timely pricing of potential new business became increasingly challenging with the existing architecture. The client needed to consume significant transactional datasets provided by underwriters and brokers, in order to calculate a purchase price. The input was, with limited exception, always different and required cleansing and normalisation before deploying pricing and risk modelling.

The SQL based infrastructure and Excel reporting built during the start-up phase satisfied initial needs. As the company experienced exponential growth this solution moved from an enabler to a delayer of execution.

The client recognised they were experiencing more data anomalies, and this would continue until they could build a more robust solution. With limited internal development resources and without jeopardizing their exceptional commercial growth, this business looked to a 3rd party provider to quantify their data gap.

SOLUTIONS

To meet this client's needs Peraison built two Power BI reports:

The first, an operational reporting dashboard provides a view of their financial position and performance of their investments. This includes modelling of the persistence of their policy portfolio and comparison of the performance against actuarial models. Additionally, forecasting of their liability over the coming year, and financial reports to meet the requirements of their auditors.

The goal of the second dashboard was to validate their financial reporting and to highlight any data quality issues. Peraison rebuilt all the calculations used for their financial reporting metrics in the Power BI data model. This created an independent control against which the data in their own database could be validated.

"Using the data modelling capabilities of Power BI enabled us to validate their data and financial reporting, providing them with a clear picture of their data landscape."

STAKEHOLDERS

The project was initiated and approved by the CEO. Immediate business as usual support was provided by their lead SQL developer.

The primary requirement was getting basic operational KPIs in play to support business decision making. The secondary ask was to size the problem in redesigning their architecture.

RESULT

The Power BI reports gave our client live visibility of their financial position and confidence in their investment models.

ABOUT PERAISON

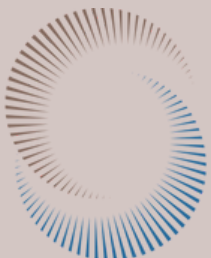
Our consultants have helped hundreds of organizations, of all sizes and in all industries worldwide, make money. How do we do this? Leveraging your data to increase revenue, automate processes, decrease costs and understand your insights. Peraison delivers value that helps you grow and change with better data-driven decisions and solutions. Our professional consultants, that reside in three countries (United Kingdom, Portugal, and Australia), are experts that will partner with you for the technical as well as business-oriented solutions. Working with the same team in all capacities ensures you always know where we stand with our work and commitment to you.



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