

US Northeast InsurTech Roadshow November 2-6



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About the Roadshow

The UK's Department for International Trade is pleased to present ten leading InsurTech from the UK. Over the course of a week, these companies will virtually visit the InsurTech hubs of Hartford, Boston, and New York where they'll engage with industry stakeholders, regulators, and potential partners as they seek to grow their business in the US.

Each company in this cohort has achieved great success domestically and abroad in cultivating a strong client base and a reputation of excellence in the insurance industry. All but one (*) have been certified growth stage by DIT meaning they have at least 10 employees, a minimum of £1 million in annual revenue, and an enterprise-ready solution.

Key Contacts

For more information about this trade mission or to set up an appointment with any of the companies listed, please contact:

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To find out more about DIT, visit our website:

www.great.gov.uk

Artificial Labs



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Meet the Company:

Artificial is a leading InsurTech business harnessing data and machine learning to digitise the RQBI process for commercial insurers. We work with large-scale insurers to deliver high quality, complex commercial insurance products for their customers. Our superior technology allows our clients to fully harness their data, gain unprecedented insight and make significant efficiency gains.

Our artificialOS platform is a suite of cloud-based, modular applications that empower brokers and insurers to rapidly and digitally quote, bind and issue policies. The platform allows for end-to-end data flows that harness machine learning, providing customers with an excellent experience whilst realising significant efficiency gains.

Objectives for the Roadshow:

We are keen to take part to understand more about the US market and to present our solutions to some of the largest incumbents insurers in the US / Global market.

More Information:

www.artificial.io

HQ: London, England

Automated Intelligence



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Darren Baldwin

Financial Services Lead

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Meet the Company:

Automated Intelligence is a RegTech solution provider which transforms how highly regulated Insurance organisations manage their unstructured data growth and mitigate against the regulatory risk it contains.

Through our cloud-based GRC platform we automate the data governance that is required by the first line of defence, flag and quantify actionable key risk indicators for the second line of defence and provide a full audit trail of compliance for the third line of defence.

Objectives for the Roadshow:

At Automated Intelligence we are passionate about protecting and promoting the use of data within Insurance organisations in order to drive strategic business objectives while mitigating the regulatory risk through technology. During the roadshow we hope to be able to discuss the challenge of managing the risk unstructured data growth with insurance organisations facing this growing problem as well as explore opportunities for further learnings, development and partnership.

More Information:

www.automated-intelligence.com/

HQ: Belfast, Northern Ireland

Bikmo

BIKMO



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Louise Towers
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Meet the Company:

Bikmo is an award-winning cycle insurance specialist and BCorp whose mission is to protect the worlds' riders. We provide extensive cover for bikes, kit and riders across the UK, Ireland, Germany and Austria, enabling riders to spend more time doing what they love.

Our partners include British Cycling, Deliveroo, Brompton Bicycles, Cyclescheme, Hiscox, ARAG, and Great American Insurance.

Objectives for the Roadshow:

To achieve our mission of protecting the worlds' cyclists, we need to continue to grow both the territories we cover, as well as our product offering. The North American market, being the birthplace of mountain biking and having an increasingly strong cycling scene, combined with the scale of the US, makes this a natural leap forward in achieving that mission.

More Information:

www.bikmo.com

HQ: Chester, England

ClauseMatch

clausেমatch



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Meet the Company:

ClauseMatch is a global leader in policy management and compliance automation. Our AI-powered smart document collaboration platform enables compliance and risk teams to interact with, review and approve centralized policy documents in real-time with a precise audit trail mapping them to regulatory obligations on a granular level. Among our clients are insurance companies such as Atrium, Managing Agency Partners (MAP), as well as global Tier1 banks such as Barclays, BNY Mellon, BlackRock, Intesa Sanpaolo, neobank and Revolut. In addition, ClauseMatch has been an active participant in the Lloyd's Lab in London for the past three years.

We have raised \$9.3m so far with Index Ventures, Silicon Valley Bank, and Talis Capital among our investors. We're seeing a lot of interest from investors and the plan is to raise the round later this year or early in 2021.

Objectives for the Roadshow:

We look forward to engaging with the market, learning more about their specific needs and pain points, as well as sharing and demonstrating the value of ClauseMatch for policy management and corporate governance.

More Information:

www.clausেমatch.com

HQ: London, England

Covernet



Jim Campbell
Business Development
Director
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Meet the Company:

Established in 1995, Covernet are a leading provider of insurance software solutions. Our flagship system, 'ISMIS', is a fully hosted, enterprise web platform that has been designed and built from the ground up to provide everything an MGA needs to sell and administer their own bespoke insurance products, no matter how complex or non-standard. Our clients include AXA, RSA, Allianz, Marsh, Prestige Underwriting, Ibx Insurance and many others.

Objectives for the Roadshow:

With a quarter century of experience supporting MGAs in the UK and Europe, in 2020 we are launching our solution to the North American market. We're keen to talk to MGAs and Insurers that are looking for a solution to help them grow their business, through innovating their operations, and maximising the value of their underwriting staff. Our solution can help support every aspect of your insurance operation including Sales, Pricing, Administration, Accounts, Claims, Enrichment Services, Regulatory Compliance, MI, Document Management and Workflow, so please come and speak to us to see how we might help.

More Information:

www.cover.net

HQ: Coleraine, Northern Ireland

Kasko



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Meet the Company:

KASKO provides InsurTech as a Service, enabling insurers to set up digital insurance schemes and distribute them through any and all channels in as little as 4-8 weeks for typically €30,000-€60,000. The platform's functionality is modular and open via API and can generate mobile-first white-labelled front-ends. KASKO is used by >30 insurers on >100 products in 8 countries. Customers include Allianz, Baloise, Swiss Re and Zurich.

Objectives for the Roadshow:

We are hoping to develop partnerships by helping insurers who want to develop new products, reach new distribution channels, become ecosystem-ready or automate processes. As such, we're looking to meet insurers who are working on their digital transformation strategy and are open to partnerships to address some of their challenges.

More Information:

www.kasko.io

HQ: London, England

McKenzie Intelligence



Forbes Mckenzie

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Victoria Mills

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Meet the Company:

Since 2016 McKenzie Intelligence has been the exclusive geospatial imagery and intelligence provider for the Lloyd's of London marketplace. MIS clients understand the impact from catastrophes anywhere on earth in near real time, using cloud penetrating satellite and aerial images, ground based IoT networks, human expertise and analysis. This intelligence enables accurate triage decisions, improves initial exposure reserving by up to 93% and improves claims lifecycles by up to 40% whilst delivering proactive service to policyholders.

The next stage of MIS' tech roadmap sees them using co-matched funding awarded by the European Space Agency to deliver a Global Events Observer (GEO), which will automatically ingest risk data, store and monitor it against insured perils, using a huge number of data sources from space and the ground.

Objectives for the Roadshow:

We are looking to expand into the US in the near future and our aims include meeting with influential stakeholders in the market including carriers, brokers, regulators, investors and other small businesses in the flourishing US ecosystem.

More Information:

www.mckenzieintelligence.co.uk

HQ: London, England

Phinsys



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Meet the Company:

Phinsys has built a platform of intelligent finance automation tools that support financial accounting, regulatory reporting and analytical requirements for the global insurance industry. Our scalable, business-driven solutions are both effective and closely configured to each client's particular needs and circumstances. Whether your business is undergoing change through rapid growth, strategic merger, acquisition or actively managing run-off portfolios; our products provide a tried-and-tested route to improved financial management, regulatory compliance and overall performance. Our clients include CNA, Starr, Ascot, Hamilton and Enstar.

Objectives for the Roadshow:

Phinsys is a British business with offices in New York and Dallas. We are looking to engage with US based general insurers, MGAs and brokers who wish to improve efficiency and reduce operating costs by automating their finance and accounting processes.

More Information:

www.phinsys.com

HQ: London, England

Previsico



Jonathan Jackson
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Meet the Company:

Previsico saves people and organisations globally from the impact of flood with real time, actionable flood forecasts and warnings at an individual property level. The service has been developed since 2001 by Loughborough University and the UK government, our first user. Previsico warns of flood risk and depth every 3 hours forecasting 48 hours ahead at an individual property level so people have time to protect their assets, which typically reduces insurance losses by more than 70%.

Objectives for the Roadshow:

The service is set up across the East Coast and through the roadshow we aim to meet insurers who want to lead the US launch. Additionally, we're keen to find distribution partners to build Previsico's presence across the US insurance market.

More Information:

www.previsico.com

HQ: Leicestershire, England

Rightindem



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Meet the Company:

RightIndem is an exciting digitally infused, cloud based, first notice of loss software platform. It has out of the box generic capability for all commodity lines. It manifests in the hands of customers; device and platform agnostic, it provides decisioning and validation capabilities and links into fulfilment eco systems. It drives at the heart of enhancing the customer experience, relieving current pressure points in the service model, reducing opex and positively impacting the end result.

Objectives for the Roadshow:

Digital has become a core strategy as a catalyst for change across many sectors of industry. RightIndem seeks to enhance its current footprint in the north American market by engaging with those managing or supporting Property & Casualty claims operations. Our objective is to create dynamic, cohesive and integrated eco system enablement for our clients across the claims value chain that delivers resilient strategic and operational digital claims capabilities.

More Information:

www.rightindem.com

HQ: London, England

ThingCo



Jonathon Valentine
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Meet the Company:

Founded by Mike Brockman, Founder and CEO of Insure The Box, ThingCo is focused on developing Next Generation Telematics using the latest technology. ThingCo has developed a suite of revolutionary b2b and b2c products and services to address the weaknesses in the current market using a deep understanding of insurance and telematics. Our devices take telematics to the next level by deploying AI driven voice in-car in real-time. Empowering you with the technology, whilst assisting with the value creation.

Objectives for the Mission:

We're looking to meet potential US clients and partners, gain a better understanding of the Northeast insurance ecosystem, and lay the ground work to bring ThingCo to the US market.

More Information:

<http://www.thingco.com/>

HQ: London, England

About the Organisers

Thank you to our Supporting Partners!



Insurtech UK



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About the UK's Department for International Trade (DIT)

With professional advisers, both within the UK and across more than 100 international markets, DIT is the Government Department that helps UK-based companies succeed in the global economy and assists overseas companies to bring high-quality investment to the UK. The government recently set out its long-term [Export Strategy](#) to increase total exports as a proportion of GDP from the current 30% to 35%, and a new Foreign Direct Investment (FDI) strategy reinforcing its current position as the No. 1 destination in Europe for FDI.

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Department for
International Trade

[gov.uk/dit](https://www.gov.uk/dit)

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