

SFA

SINGAPORE
FINTECH
ASSOCIATION

INSURTECH PITCHBOOK



A photograph of the Singapore skyline at dusk, featuring several illuminated skyscrapers against a twilight sky. The buildings are reflected in the water in the foreground.

SFA INSURTECH MEMBERS PITCH BOOK

SFA is driving efforts at showcasing our members' solutions to other industries, enterprises/SMEs and other industry bodies and relevant agencies.

This is in line with our mission to:

- (i) increase our members' chances of success, and
- (ii) uplift our industry, and FinTechs in the Singapore ecosystem.

[Open to SFA InsurTech Service Providers]



“

The solutions and services offered by our SFA members bring many exciting opportunities for the industry. The evolution of the financial services industry, including the technological advancements, has brought about new InsurTech innovations and we are excited to share these solutions with all stakeholders and ecosystem players to augment our landscape in Singapore.

- **Shadab Taiyabi, President, Singapore Fintech Association**

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Company Details

InsurTech Category

Estate Planning Fintech

Business Model

B2B2C

Website

<https://getArrange.com>

Contact Person

Alan Ng

Email

alanng@getarrange.com

Phone Number

9010 1908

Founded

2017

SFA-Fintech Certified?

Yes

Other information

Pitch

Founded in 2017, getArrange.com was created after the founder left the financial advisory industry to tackle the huge gap in estate planning. As a financial adviser, the only professional estate planning solution available is by referring to lawyers or specialists. Financial advice is often neglected in the process, so he made it his personal mission to create a solution for financial advisers to truly call themselves a "Life Planner".

getArrange.com's mission is to provide comprehensive, accessible, and cost-effective estate planning for all so that anyone can truly plan for their entire lives with peace of mind.

Problem/Opportunity and Solution/Product

Innovation in estate planning is among the most stagnant in the Financial Services sector. The way in which Wills and Trusts are created and delivered to clients remains relatively unchanged over the last century. From taking down notes during the consultation to passing the information to a document drafter, then sending any queries/documents back to the client for review. This process often bounces back and forth multiple times. It is tedious and tiring for all parties involved.

getArrange.com digitises the process of estate planning, automating the legal and logical checks made by professionals, which usually makes up for the bulk of the costs and inconveniences.

Financial advisers use our platform to instantly create Wealth Distribution Plans for clients. They simply follow the step-by-step instructions on our platform to create a comprehensive and valid Will, including testamentary trust if needed, that is compliant with Singapore Laws. Clients and/or financial advisers need not make separate arrangements with a third party only to travel down to repeat the entire life story again.

Azqore SA (Singapore Branch)

Company Details

InsurTech Category

Wealth management

Business Model

B2B

Website

<https://www.azqore.com/>

Contact Person

Gael Lang

Business Email

Gael.LANG@azqore.com

Business Phone Number

+65 9730 2823

Founded

1992 – CA PBS

2018 – Azqore

SFA-Fintech Certified?

Yes

Other information

Pitch

For almost 30 years, Azqore has been at the forefront in transforming private banks, due to its unique approach of sharing core functions, and being a constant partner in their journey towards digitalization. Such an unprecedented approach ensures the scale up of economies by up to 40% on IT and back office operations.

We are with you throughout your digital transformation journey.

Problem/Opportunity and Solution/Product

Our goal is to respond quickly to your requirements, as well as those of your clients. Tapping on our S2i (Integrated Information System) and modern integrated technological base enables us to provide you with the most innovative solutions in the market, so that we are aligned with your needs.

Azqore complete his offer of Integrated Information System with other services like consulting and Business Process Outsourcing.

BetterTradeOff

Company Details

InsurTech Category

New Business, Distribution

Business Model

B2B, B2B2C

Website

www.bettertradeoff.com

Contact Person

Cédric Gouliardon
Group COO & GM for Asia

Business Email

cedric@bettertradeoff.com

Business Phone Number

+65 92321250

Founded

2015

SFA-Fintech Certified?

Yes

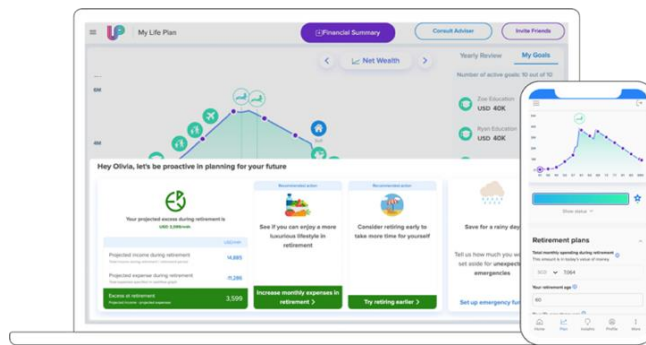
Other information

Watch a short 2-minute demo:

<https://player.vimeo.com/video/826153125>

Pitch

BetterTradeOff makes comprehensive and compliant financial planning possible at scale – enabling financial institutions to give all their customers holistic, personalised advice that until now has only been economically viable for high-net worth clients. Allowing them to better serve and sell to the large, growing, and underserved mass affluent segment.



Problem/Opportunity and Solution/Product

Personalisation. Clients are increasingly looking for more personalized offerings from financial institutions. With 'The Great Wealth Transfer' \$60T will move from the Baby Boomers to their more digitally savvy children.

AI and Data. The rapid adoption of AI will drive further expectations for enhanced customer experiences but will require new data sources such as zero-party data like ours.

The Advice Gap. High monetary and time costs make it difficult for financial institutions to serve the 700 million strong, Mass Affluent segment.

Through a unique hybrid approach that allows clients to initially build their own financial plan, and then collaborate with an advisor on the same platform if required, BetterTradeOff dramatically reduces the cost to service clients while driving better engagement, more personalised advice, and improved sales conversion. Available as a tailored financial planning platform, configured and customised to the institution's unique requirements. Or as a calculation engine via APIs, allowing them to power their own UX/UI. Through a global solution that can be localised to new markets in as little as 3-months.



GoalsMapper Pte Ltd



Company Details

InsurTech Category

New Business

Business Model

SaaS

Website

<https://goalsmapper.com/>

Contact Person

Dato' Wayne Chen

Email

wayne.chen@ggoalsmapper.com

Phone Number

+65 9636 3236

Founded

2018

SFA-Fintech Certified?

Yes

Other information

Extension of our Ecosystem:

GM Rewards

<https://rewards.goalsmapper.com/>

Adviser PlaySchool

<https://www.adviserplayschool.com/>

MoneyPlaySchool:

<https://moneyplayschool.com/>

Pitch

Winner of the Global FinTech Award presented by the Monetary Authority of Singapore and the Singapore FinTech Association at the Singapore FinTech Festival 2021, GoalsMapper is a Singapore-based FinTech SaaS tailored for financial consultants and institutions to digitise their advisory process.

GoalsMapper is being widely used by thousands of financial consultants across six countries in South-East Asia, enabling them to service over 100,000 clients and empower them to make informed financial decisions.

Problem/Opportunity and Solution/Product

Problem

As consumer behavior undergoes significant changes, the demand for exceptional customer experiences and personalized recommendations based on in-depth analysis of personal data has surged.

Solution

GoalsMapper is built with the core principles of personalisation, convenience and relevance to reshape the financial planning experience.

Goals Mapper's suite of digital solutions supports financial consultants and institutions from end-to-end in their conduct of business. We help to digitalise the financial advisory journey from pre-consultation digital fact finding to generating real time scenario-based financial information into informative charts for on-the-go consultations to servicing post consultations.





Greenfi



Company Details

InsurTech Category

Underwriting

Business Model

B2B

Website

<https://greenfi.co>

Contact Person

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Email

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Phone Number

84449824

Founded

2021

SFA-Fintech Certified?

Yes

Other information

Pitch

Greenfi offers predictive analytics dashboards for ESG Financing based on Machine learning and AI models.

Problem/Opportunity

Banks, Financial Institutions and Corporates are raising the issuance of green financing and ESG-linked loans but struggle with complex unstructured ESG data, weak ESG indicators and unreliable scoring systems which makes them susceptible to greenwashing. Most institutions rely on a cumbersome ESG data management and validation process to make critical business decisions

Solution/Product

Greenfi's product is a SaaS based climate and ESG risk software which aggregates sustainability data from disclosures, sectoral ESG data platforms, public data, and combines it with audit and AI powered predictive recommendations for ESG-compliant investment opportunities, climate adjusted discounts, sustainability linked loans, green financing, and sustainable supplier management.

An explainable AI analytics tool with pre-built machine learning models for ESG decision intelligence. This no-code utility platform helps banks to ingest any type of siloed info coming from point solutions such as credentials, ERQ & ESG reports, news, regulatory info, climate risk, KPI performance etc. and get derived insights on relevant decision making mapped with user journey of various departments for ESG financing.

Business Model

Greenfi's model is a SaaS subscription-based model with tiers based on usage (transactions, counterparties, data) or a consumption-based model for access to API only.

At Greenfi, we are launching several new products that will break down the barriers to accessing ESG data and tools. Several FI's rolled out Greenfi in 12 countries. The tool has contributed to reducing greenwashing risk and led to a significant increase in sustainability finance origination pipeline.

InsureMO

Company Details

InsurTech Category

New Business, Underwriting, Claims Processing, Reinsurance, Distribution

Business Model

B2B

Website

www.insuremo.com

Contact Person

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Phone Number

+65 6227 9392

Founded

2017

SFA-Fintech Certified?

Yes

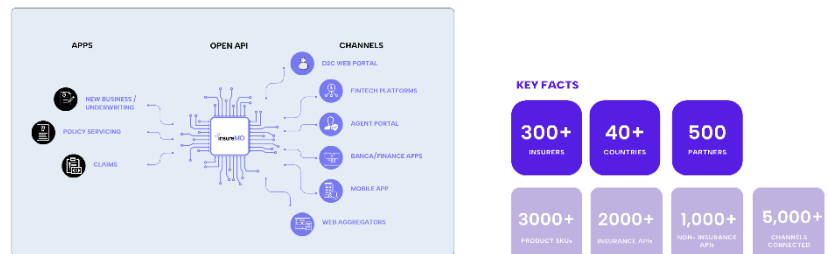
Other information

Pitch

InsureMO is the leading middle office platform designed specifically for the insurance industry. Insurance carriers can now unlock a new level of efficiency and effectiveness in designing, deploying, and optimizing insurance products across any market and distribution channel.

Problem/Opportunity and Solution/Product

InsureMO is an open API platform for fast innovation and deep connectivity, digitally enabling all parties ranging from insurance carriers, brokers, agents, MGA, affinity channels, to insurtech startups. InsureMO® allows traditional core systems of insurance organisations to extend and connect to every digital and conventional channel.



Transform traditional monolithic core systems with lower risk and investments. InsureMO helps you transform your Core into a multi-tier architecture breaking the traditional monoliths into any existing user apps or new modern user apps, high scalable Middle Office (InsureMO) and any stable System of Record.

The InsureMO Platform



DIGITAL INSURANCE PRODUCT LIBRARY

Review, curate, customise or build your own products with our large pool of pre-configured or completely configurable products, components and models.



INSURANCE SERVICES AND APIS

InsureMO offers a range of insurance-specific APIs for different insurance types, including general, life, health, commercial, group, and microinsurance, covering various aspects of policy management and servicing.



NON-INSURANCE SERVICES AND APIS

InsureMO provides access to non-insurance services and APIs, such as payment, communication, document generation, and more, to support various insurance operations.



UTILITY AND ADMIN TOOLS

InsureMO includes utility and admin tools for insurance product configuration, API management, app development, app modernization, integration, and data management.

InsureMO is the ideal choice for executive decision-makers, insurance product managers, and software developers, offering them access to hundreds of pre-defined products created from tens of thousands of product components.

InsureMO allows insurers and channels to connect products rapidly, letting InsurTechs, tech companies, and solution providers integrate digital insurance software while distributors connect insurance apps at lightning speed.



KoverNow Pte. Ltd.



Company Details

Insurtech Category

Distribution

Business Model

B2C, B2B2C

Website

www.kovernow.com

Contact Person

Stephan Kaiser

Business Email

info@kovernow.com

Business Phone Number

+65 8672 1488

Founded

2020

SFA-Fintech Certified?

Yes

Other information

(provide URL if any)

App Download:

IOS:

<https://apps.apple.com/us/app/kovernow-smart-insurance/id1601990797>

Android:

<https://play.google.com/store/apps/details?id=com.kovernow.ludwig&pli=1>

Pitch

Pitch

KoverNow's digitally enabled insurance platform dramatically improves the customer journey for purchasing and managing different types of personal insurance by streamlining processes and speeding up renewals, approvals and claims. The KoverNow platform can achieve these efficiency gains whilst providing transparency, speed and value to existing ecosystems, channel partners and policy holders. KoverNow's insurance platform provides features and functionality that reflect changing consumer behaviors, such as greater control, flexibility and convenience in a truly mobile format.

Problem/Opportunity and Solution/Product

"You shop, bank, and even invest, through your phone – why not insure?"

Financial services have moved with consumers onto the mobile since 2008 with insurance being the laggard. That's why KoverNow has developed a goal-driven, native mobile app with which our customers can purchase, manage and claim simplified insurance products. At the moment we offer insurance cover for watches, jewellery, handbags, cameras & lenses, laptops and travel.



Company Details

InsurTech Category

Cyber Insurance

Business Model

B2B2B for personal lines, and B2B2C for corporate line

Website

<https://protoslab.sg>

Contact Person

Joel Lee

Business Email

Joel_lee@protoslabs.sg

Business Phone Number

N/A

Founded

2021

SFA-Fintech Certified?

Yes

Other information

- We are the first Singapore cyber company to be admitted into the prestigious Lloyds of London lab program.
- We are ranked 7th out of Top 50 Insurtechs in APAC by Sonr.
- We are Cyber Newcome of the Year 2023 by Zywave.

Pitch

Protos Labs is a cyber insurtech founded by former cyber leaders from Booz Allen Hamilton. They empower insurers to enter the burgeoning cyber insurance market, addressing Asia's low cyber insurance penetration despite being a global cybercrime hotspot. Their suite of cyber solutions covers underwriting with patent-pending technology, ongoing loss prevention for policyholders, and breach claim processing. Recognized by Singapore's Cybersecurity Regulator and partnering with the Lloyd's of London, Protos Labs is enroute to becoming a specialty insurance company that combines risk transference through insurance with risk mitigation software.

Problem/Opportunity and Solution/Product

PROBLEM

Cyber insurers face 4 major challenges:

- 1) Underwriters risk assessments done by insurers are manual and laborious with multiple technical back-and-forths.
- 2) Traditional actuarial models do not take into account the evolving cyber threat landscape.
- 3) Datasets used for underwriting are largely Western-centric, with a lack of localised costs.
- 4) Due to the lack of ongoing prevention and poor cyber hygiene, policyholders (i.e. enterprises) in Asia have a high likelihood of breach after policy purchase.

SOLUTION

We have built a Cyber Risk Analytics solution that enables 4 key outcomes for insurers.

- 1) **Increased assessment speed.** We leverage AI/ML to read technical reports for automated assessment within 15 mins. This also allows technical accuracy without being intrusive.
- 2) **Accurate pricing using Asian and Global datasets** to ensure costs used for underwriting are specific to a region.
- 3) **Reduced underwriting risk.** We apply what-if scenario modelling at scale to combat the lack of cyber claims data in Asia. This allows us to account for volatility in the cyber landscape and prevent blindspot risks.
- 4) **Decreased likelihood of claims.** We provide risk software to policyholders to help them reduce their risk exposure throughout their policy lifetime.



Staple AI Pte Ltd

Company Details

InsurTech Category

Claim Processing

Business Model

B2B

Website

www.staple.io

Contact Person

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Business Phone Number

+65 83741609

Founded

2018

SFA-Fintech Certified?

Yes

Other information

<https://www.youtube.com/watch?v=WjOnfmEsbc>

Pitch

*Staple, established in October 2018, offers a **transformative solution in document processing, leveraging advanced AI to bridge the gap between physical documents and digital workflows.** Its innovative tool excels in processing any document type, including structured, semi-structured, and unstructured formats, while also adeptly managing data in **over 190 languages.***

*Tailored for enhanced efficiency, accuracy, scalability and transparency, Staple's cloud-based platform stands out with its user-friendly design, ensuring ease of use and integration with existing systems. Its suite of specialized modules, from scanning to workflow automation, **addresses the full spectrum of document processing needs, making it a cost-effective and robust solution for businesses globally.***

Problem/Opportunity and Solution/Product

Staple's clients include enterprises across various sectors with intensive document processing requirements. They value Staple in the efficiency, accuracy, and cost-effectiveness it provides. These businesses, dealing with high volumes of data and facing challenges such as inefficient data management, high error rates, and cumbersome manual processes, will particularly value Staple's ability to automate and streamline complex workflows. Staple delivers an advanced AI technology with multilingual capabilities, and intuitive user interface can transform any data processing operations, making them more efficient and compliant.



Surer



Company Details

InsurTech Category

Distribution

Business Model

B2B2C

Website

<https://surer.sg/>

Contact Person

Derren Teo

Business Email

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Business Phone Number

+6596379129

Founded

2020

SFA-Fintech Certified?

Yes

Other information

LinkedIn Page:

<https://www.linkedin.com/company/surersg/>

Insurer partnership news:

<https://surer.sg/category/in-the-news/>

Pitch

Surer is a cloud-based insurtech platform with a digital ecosystem of intermediaries and insurers. It provides tech solutions to help orchestrate the network in the insurance industry enabling insurance intermediaries to close deals with greater speed and allows insurers to distribute their product with better efficiency. Surer is an award-winning company with notable wins including the 'Partners of FinTech' award at the Singapore FinTech Festival Global FinTech Awards 2021.

Problem/Opportunity and Solution/Product

The problem Surer is solving in the industry

The overarching problem Surer is solving for is the situation where 90% of insurers are underrepresented in the General Insurance industry. This means that 27 out of 31 insurers have less than 500 intermediaries representing them.

We know this is the case because almost 30,000 intermediaries are stuck with a traditional workflow due to a lack of tech support. They lack the tech to access more insurers' products and efficiently process their work with new insurers.

This traditional workflow is essentially one filled with repeated actions and can take an intermediary up to an entire month to complete a simple deal. Surer's technology helps speed up this workflow from as long as a month to as fast as 10 minutes through key features like the Instant Quote Marketplace, Website Builder and a suite of CRM features.

In solving workflow issues for intermediaries, when insurers integrate with Surer, they are essentially 'plugging' into a ready-made, supercharged pool of intermediaries to boost product distribution, save on recruitment resources and ultimately, drive product visibility.

Company Details

InsurTech Category

Underwriting

Business Model

B2B SaaS

Website

www.advance.ai

Contact Person

Xu Jiazi

Business Email

marketing@advance.ai

sales@advance.ai

Business Phone Number

+65 9430 2804

Founded

2016

SFA-Fintech Certified?

No

Other information

1. Additional resources and

Whitepapers:

advance.ai/en/whitepaper-reports

2. Company Blog:

advance.ai/en/blog

Join us as a partner:

<https://info.advance.ai/aai-partner-page>

Pitch

ADVANCE.AI is Southeast Asia's leading provider of digital identity verification, KYC/KYB, AML, compliance, and risk management solutions. Headquartered in Singapore, it currently partners 500+ enterprise clients across banking, financial services, fintech, payment, retail and e-commerce sectors.

Problem/Opportunity and Solution/Product

ADVANCE.AI specializes in providing AI-powered solutions for digital identity verification, credit scoring, fraud detection, and other fintech solutions that help organisations meet regulatory compliance.

ADVANCE.AI's digital identity verification solution uses components including but not limited to ID Document Verification, Liveness Detection, Face Comparison, and biometric anti-fraud technologies, to verify the identity of individuals applying for financial products or services. This helps businesses prevent identity fraud and ensures compliance with regulations.

ADVANCE.AI's One-Stop Platform is an end-to-end orchestration platform that helps businesses fulfil KYC and AML obligations, in a low-code/no-code environment, while maintaining compliance with regulations.

In 2022, **ADVANCE.AI** acquired **Jewel Paymentech**, a financial risk technology company specialising in merchant due diligence and fraud and risk management solutions. With this new acquisition, **ADVANCE.AI** expands its expertise into the KYX space, providing a more comprehensive set of solutions to our customers in the banking and financial sectors, accelerating an AI-powered inclusive digital future.

Explore our portfolio of **Know Your Business** solutions, including:

- Digitisation of your business onboarding via **Capture™**, which can reduce processing time from days down to minutes.
- Actively keep watch on merchants for high-risk activities via **One Sentry™** to reduce business risk during merchant onboarding

Bring patented deep learning AI to fraud detection via **Fraudwall™** to mitigate payments risk.

Choys Technologies Pte. Ltd.



Company Details

InsurTech Category

Employee wellbeing
Employee benefits
Enterprise SaaS

Business Model

B2B2C

Website

www.getchoys.com

Contact Person

Vanessa Chen

Business Email

vanessa@getchoys.com

Business Phone Number

+ 65 9022 1809

Founded

2022

SFA-Fintech Certified?

No

Other information

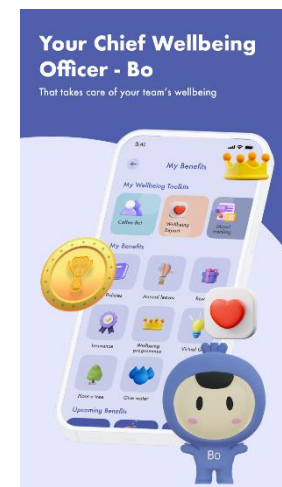
Pitch

CHOYS is a digital Chief Wellbeing Officer empowering people with personalised care while maximising organisational impact.

Problem/Opportunity and Solution/Product

Our all-in-one platform makes wellbeing supports personalised, accessible, affordable and engaging. Our product is made into 3 different pillars:

- *Benefits: Leveraging data and tools, CHOYS empowers employers and business owners to provide a personalised benefits package to their workforce.*
- *Belong: CHOYS create a sense of belonging by aligning the value between employees and employers and creating social bonding between employees through in-person and remote wellbeing activities.*
- *Impact: The CHOYS app connects employees with the organisational ESG agenda and encourages small behavioral change on a daily basis through meaningful rewards and impact.*



Company Details

InsurTech Category

Distribution

Business Model

B2B

Website

www.chubb.com

Contact Person

Om Bhatia

Business Email

ombhatia@chubb.com

Business Phone Number

Founded

1792

SFA-Fintech Certified?

No

Other information

<https://studio.chubb.com/connect/>
<https://insuranceforthenewpossible.com/>

Pitch

In the digital age, the customer has to become the purpose for insurance to be relevant in protecting their lives, livelihoods and lifestyles. With greater focus on the customers and their experience, we are modernizing and reimagining what insurance does and how it does it. We believe that by embedding insurance into the digital products and services of consumer brands, their customers are able to access financial protection easily and conveniently. Building our technology capabilities and utilizing data and analytics, Chubb Studio®'s market-leading integration platform has made embedding insurance much faster and easier for Chubb partners.

Problem/Opportunity and Solution/Product

Singapore is a country with a large middle class. While the insurance protection gap in Singapore is not as wide as its ASEAN neighbors, insurance is still something that is sold, not bought.

As a young nation, it also has the Gen Z segment which does not necessarily believe in insurance purchase from traditional channels such as agents and financial advisors. As such, embedded insurance is a highly efficient and effective approach as it is offered during a customer's transaction journey, be it to pay a bill, buy an air ticket or shop for products online.

Chubb is working with leading consumer brands to co-create simple insurance products that are relevant and affordable, and with a modern digital experience that matches our partners' customer experience.

- a. For consumers to protect not only their lives, health but also their "stuff" – such as homes, contents, and gadgets.
- b. Their lifestyle and experiences - travel or their digital online footprint – personal cyber, purchase protection.
- c. We protect their finances to pay off what they owe in credit/loans when they cannot pay due to unforeseen circumstances.
- d. We also insure small business owners and sole proprietor startups with protection they need, such as their property and general liability and workers injury compensation.

Novo AI



Company Details

InsurTech Category

Insurtech and Digital Transformation

Business Model

B2B

Website

<https://heynova.ai>

Contact Person

Gilbert Leung

Business Email

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Business Phone Number

+ 65 8871 1083

Founded

2022

SFA-Fintech Certified?

No

Other information

Pitch

Novo AI is an insurance-focused generative AI company delivering results for industry leaders like April International. Our AI technology seamlessly integrates with existing workflows, driving productivity gains and expense ratio reduction. By tackling claims processing, we unlock opportunities for fraud detection and enhanced customer support. With a flexible SaaS model and tiered pricing, our solutions adapt to diverse partners. Led by ex-Googlers with AI and enterprise sales expertise, we are at the forefront of the generative AI transformation in insurance, enabling unprecedented capture and analysis of unstructured data. Novo AI sets a new standard for insurance solutions, pushing the industry to new heights.

Problem/Opportunity and Solution/Product

Traditional insurance software struggles to process unstructured data, hindering efficiency and data-driven decision making. Manual claims processing is time-consuming and error-prone, limiting insurers' ability to leverage data for insights and process optimization. Novo AI addresses these challenges with our generative AI technology that reads insurance documents, extracts relevant information, categorizes data, and provides summaries. Our solutions integrate seamlessly with existing claims workflows, enabling automated processing and empowering insurers to reduce costs, improve efficiency, and reallocate resources. We have successfully implemented case studies across various insurance domains, including health, motor, and travel, demonstrating the versatility and effectiveness of our AI-powered approach. With plans to expand into other insurance products, Novo AI is paving the way for straight-through processing, AI-powered customer support, and data-driven pricing. Our flexible SaaS model ensures that our solutions can adapt to the unique needs of diverse insurance partners.

Company Details

InsurTech Category

New Business, Claims Processing, Distribution

Business Model

B2B2C

Website

<https://www.sequebb.com>

Contact Person

Tim Webb

Business Email

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Business Phone Number

+65 97852091

Founded

2010

SFA-Fintech Certified?

No

Other information

Pitch

SEQUEBB was founded in 2010, with a focus on creating value from customer-centric, data-driven, engagement. Harnessing the power of data, digital and dialogue to drive growth and innovation for organisations looking to maximise the value of their data assets and customer touchpoints.

SEQUEBB works closely with cross-functional teams to guide organisations through digital transformation journeys, delivered with a profound understanding of the digital landscape and emerging trends. This results in the development of comprehensive strategies, frameworks and tech solutions that align with core business objectives to deliver sustainable results.

SEQUEBB leverages analytics and market insights to identify opportunities, optimise customer experiences and drive informed decision-making, with access to cutting-edge tools, tech and AI, that extracts value from data and converts it into actionable recommendations, to strengthen customer experience and drive revenue growth. With an unwavering focus on sustainable, digital success outcomes.

Problem/Opportunity and Solution/Product

Our integrated tech and distribution product, aligns with our dialogue and transformation framework, to transform digital sales, servicing, CX, personalisation & dialogue.

Operating across insurance ecosystems our technology solutions optimize digital workflows and capabilities, to create frictionless dialogue that connects the digital experience across product, distribution & customers.

Our tech and digital products have been designed to drive value & adoption across insurance distribution networks, to enhance digital distribution and deliver access to personalized content, insurance products and servicing. Expanding & developing the digital experience with innovative, data-driven, blended engagement.

The product function and process facilitate dialogue between insurer, advisor/broker & customer to deliver a synchronised digital workflow across product, application, quote, policy, renewal, claim & payment. Creating a faster way to unlock revenues and deliver operationally improved digital sales, engagement and servicing to end-customers.

Company Details

InsurTech Category

New Business

Business Model

B2B

Website

www.sumsub.com

Contact Person

Penny Chai (VP, Sumsub)
Yvonne Goh (APAC, Sales)

Business Email

Penny.chai@sumsub.com

Business Phone Number

+6591148032 - Penny

Founded

2015

SFA-Fintech Certified?

No

Other information

www.sumsub.com

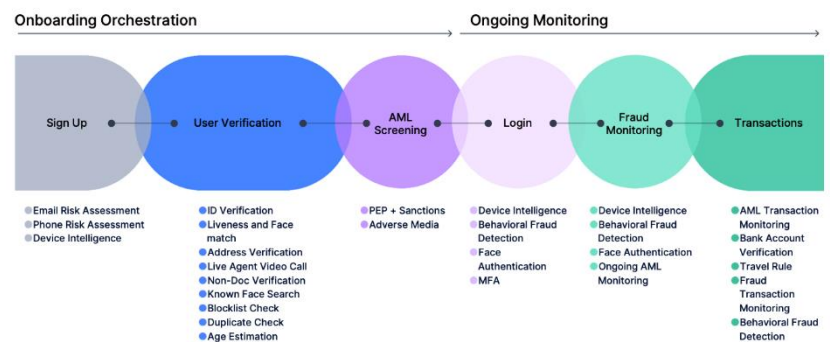
Pitch

One verification platform to secure the whole user journey.

Handle every identity verification need in a single dashboard. Verify users, businesses or transactions, all while managing cases and deterring fraud.

Problem/Opportunity and Solution/Product

Secure the whole user journey with one platform



Sumsub is a full-cycle verification platform that secures the whole user journey . With Sumsub's customizable KYC, KYB, AML, Transaction Monitoring, and Fraud Prevention solutions, you can orchestrate your verification process, welcome more customers worldwide, meet compliance requirements, reduce costs, and protect your business.

Sumsub has over 2,000 clients across the fintech, crypto, transportation, trading, e-commerce and gaming industries including Bitpanda, Wirex, Avis, Bybit, Huobi, Kaizen Gaming, and TransferGo.

Sumsub achieves one of the highest conversion rates in the industry, all while verifying users in less than 30 seconds on average.