

# IDIT Technologies

## The Company

**IDIT I.D.I. Technologies Ltd.** is a global provider of enterprise software solutions for the insurance & financial markets.

The company is devoted to providing **a single** end-to-end SOA-based integrated solution, that manages **all** insurance products, **globally**.

Our solutions are based on the **IDIT™ Software Suite** – An enterprise insurance software product which integrates the business capabilities essential for any insurance provider.



*IDIT Sales & Customer Support  
Offices in Mechelen, Belgium*

- ❖ **A privately held, fast growing and profitable company**
- ❖ **Headquartered in Israel, with European offices in Belgium and APAC office in Australia**
- ❖ **Founded in 1998, with over 165 Employees**

## Vision

Our long term vision is to lead the market by providing complete packaged-based software solutions for the insurance industry.

## Mission

Our mission comprises the following pillars:

- ❖ To provide the general insurance industry with a valuable solution for streamlining insurance processes while adhering to best industry practices
- ❖ Engage in ongoing enhancement of the **IDIT™ Software Suite** according to customer needs, market trends, and technological advances
- ❖ Provide consulting to our customers on how to best utilize the **IDIT™** solution

## The Human Dimension

IDIT employs over 165 IT and insurance domain experts, and the company is constantly growing.

Our people are authorities in solving and addressing the ever-changing technical and business challenges faced by insurance companies. The wealth of domain expertise that they've accumulated over the past years is a vital ingredient of the IDIT™ solutions.

We believe that our people can make a difference. Our corporate culture stimulates motivation and encourages professional expertise, flexibility, and entrepreneurial spirit with a "can do" attitude.



*Headquarters and R&D Center, Israel*

## Our Global Reach

IDIT's customers include Tier-I and Tier-II insurers from Western & Eastern Europe, and Asia Pacific. Our customers span the entire insurance spectrum, from global operators, over large and medium-sized carriers, to affinity and brokers in the P&C market.

Our customers experience immediate cost savings and can swiftly and profitably introduce new insurance products to meet the changing economic, regulatory and consumer demands.



IDIT I.D.I. Technologies — Global Reach

**Deloitte**  
Technology Fast500



IDIT was named among the winners of Deloitte:

- ❖ **Technology Fast 500 EMEA** – The ranking of the 500 fastest growing technology companies in Europe, Middle East and Africa

**Deloitte**  
Technology Fast50



- ❖ **Technology Fast 50** – The ranking of the 50 fastest growing companies in Israel

Making this list, **for four consecutive years**, is a tremendous achievement for IDIT



**IDIT Technologies** was named as a **Red Herring 100 finalist** for both **2008, 2009, and 2010**

### Why IDIT?

- ❖ **Fast time-to-market**  
Parameter-based setup of new insurance products and regulatory environment changes
- ❖ **Improved distribution and channel management**  
With multi-company, multi-branding, multi-currency, and multi-lingual capabilities
- ❖ **Increased efficiency**  
A single end-to-end solution that manages all insurance products, globally
- ❖ **Easy maintenance & integration**  
Full SOA component-based packaged software, structured as core/country/customer layers

# IDIT™ Software Suite

**A truly comprehensive, component-based enterprise business solution, designed to address the demanding global insurance market challenges**

**IDIT™** is a customer-centric application – The customer is at the root of the IDIT™ data models. This differs conceptually from traditional insurance systems, which place the policy or the individual cover at the core.

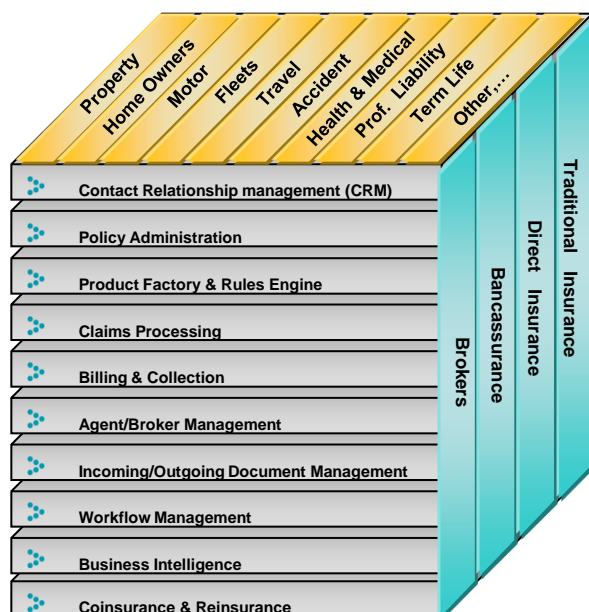
**IDIT™** is a global software suite, with international standards for multi-company, multi-branding, multi-currency and multi-lingual capabilities.

**IDIT™** addresses the specific needs of traditional insurance, direct insurance, bancassurance and brokers markets.

**IDIT™** supports all P&C personal and commercial lines of business, including home owners, fleets insurance, health insurance, medical insurance and term-life insurance products.

**IDIT™** supports global e-business in multiple languages and currencies, with on-the-fly language transition capabilities.

**IDIT™** integrates all front office and back office processes, including insurance product design, policy administration, underwriting, call center, remote users and partners, backed by fully secured internet-based capabilities.

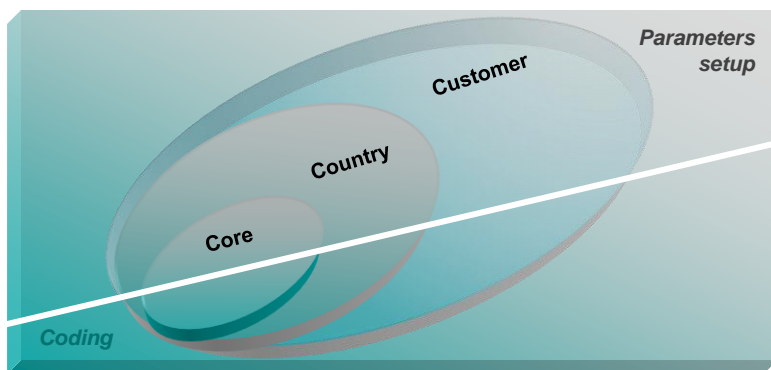


*IDIT™ Business Solution*

**IDIT™ Software Suite is Component-based, with Core / Country / Customer layers, reducing the deployment time and effort**

**IDIT™** is Component-based, with Core/Country/Customer layers. The layered implementation separates the common infrastructure (Core layer) from country-specific elements (Country layer) and customized features (Customer layer).

These characteristics dramatically reduce the time and effort required to deploy IDIT™- based solutions in new countries and environments, since core IDIT™ components do not vary and are independent of the highly specific country/customization-based implementations of the application.



*IDIT™ Core, Country and Customer layers*

**IDIT™** combines dynamic product management capabilities, offering rapid deployment of new insurance products, including fast 'time to market' of personalized products.

**IDIT™** comprises parameter-driven business components, such as CRM, policy administration, claims management, billing & collection, technical accounting, document management, security and workflow management, among others.

**IDIT™** has an integrated Business Intelligence (BI) module which provides continuous quantitative and qualitative performance analysis, for efficient operation and improved competitiveness.

# IDIT™ - Flexible Component-Based Open Architecture

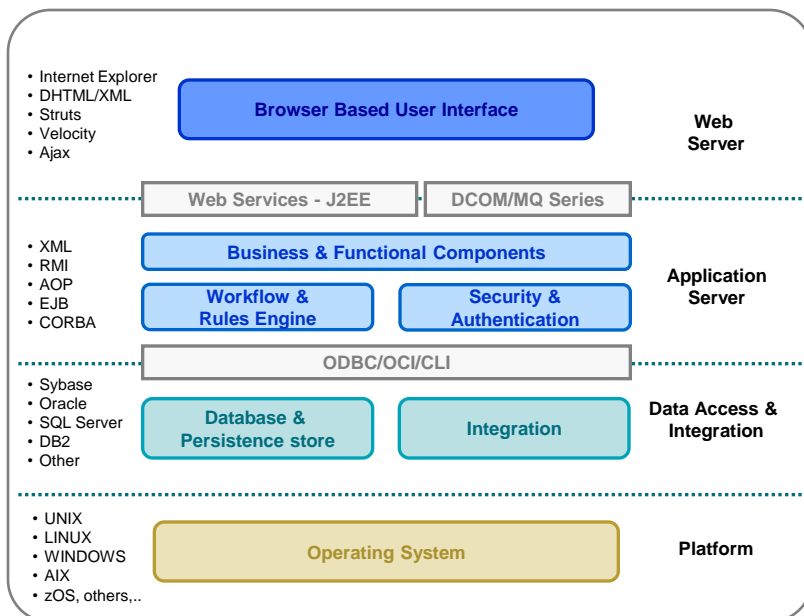
## Technical Highlights

**IDIT™** was developed specifically according to a modular, component-based design, inherently organized on the principles of **SOA** (Service Oriented Architecture).

Empowered by cutting-edge technologies, such as **J2EE** architecture and **XML** information exchange, IDIT™ offers insurance organizations a truly versatile solution that is more than just software, it is a way to optimize the insurers business and gain qualitative advantage over competitors.

The technical framework of the system was carefully designed using well-tested **UML** and **RUP** (Rational) compliant components, offering the following necessary characteristics:

*High scalability, Good load balancing, No single point of failure, High performance, J2EE 1.3 compliance (JDO, EJB 2.0, JAX, JCA, JTS), Tight security, J2SE 1.4 compliance (Webstart, Swing).*



IDIT™ - Tier-based Architecture

**IDIT™** is an N-Tier distributed system, built using object oriented technology and best software engineering practices such as design patterns, visual modeling and change management.

**IDIT™** is component based driven and can be deployed in a modular approach addressing specific business needs whilst integrating with external enterprise components.

**IDIT™** is equipped with advanced and open gateways XML and Web-Services based for seamless integration with financial institutions, address verification, motor vehicle departments, etc.

**IDIT™** is cross-platform and cross-database to enable full integration with existing environments.

**IDIT™** strictly adheres to Component Driven Architecture (CDA) concepts, thereby maximizing the potential for leveraging existing investments in legacy systems, integration into existing environments and a smooth transition period.

Development platform, Back-end	Java JEE 5, EJB3, XML information exchange
Development platform, Front-end	Browser based front end, RIA using Ajax
Supported OS, Back-end	AIX, Solaris, Windows, Linux, HPUX, zOS, and any other OS supported by the middleware
Supported DBMS	Oracle 10g, DB2 9.1, and Microsoft SQL Server 2005 sp 2
Supported OS, Front-end	Windows, Linux, and any other supported by the web browser
Supported application servers	Oracle/Bea Weblogic 9 and IBM Websphere 6

IDIT™ - Supported Platforms

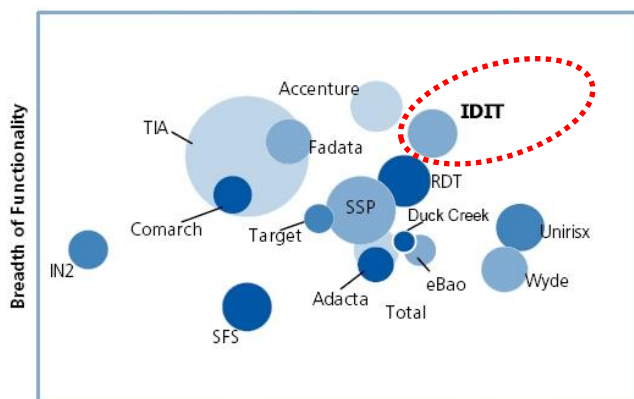
## The Analysts Perspective

### CELENT

**"IDIT is an excellent option for all insurers wanting to adopt proven modern technologies."**

- ❖ "The solution is becoming the elder statesmen of truly modern PAS systems and in Celent's view, can be viewed as a proven solution"
- ❖ "Customers continue to be very positive about IDIT's customer-focus throughout the project lifecycle -- from the sales, through implementation and post-delivery service"
- ❖ "The combination of factors such as price, quality, project delivery and modern architecture all attributed to the project's overall success "

Catherine Stagg-Macey,  
Senior analyst, Celent insurance practice



Advanced Technology (and technical flexibility)  
CELENT, European Policy Administration Report, 2009

### Gartner

**"IDIT's modern Java-based technology infrastructure allows the integration of back-end functions into different user interfaces, such as portals or CRM applications."**

- ❖ "Creating a policy is fairly easy,...the system also supports out-of-sequence endorsements,... all changes are traceable via a clearly structured audit trail."
- ❖ "Product definitions are done in the same user interface, are parameterized and fairly easy to navigate."

Juergen Weiss,  
Principal Research Analyst  
Gartner Group, 9 Feb. 2010



**"Expanding into new markets has significant implications for carriers..."**

**IDIT has identified the need for globally relevant core insurance platforms among insurers worldwide."**

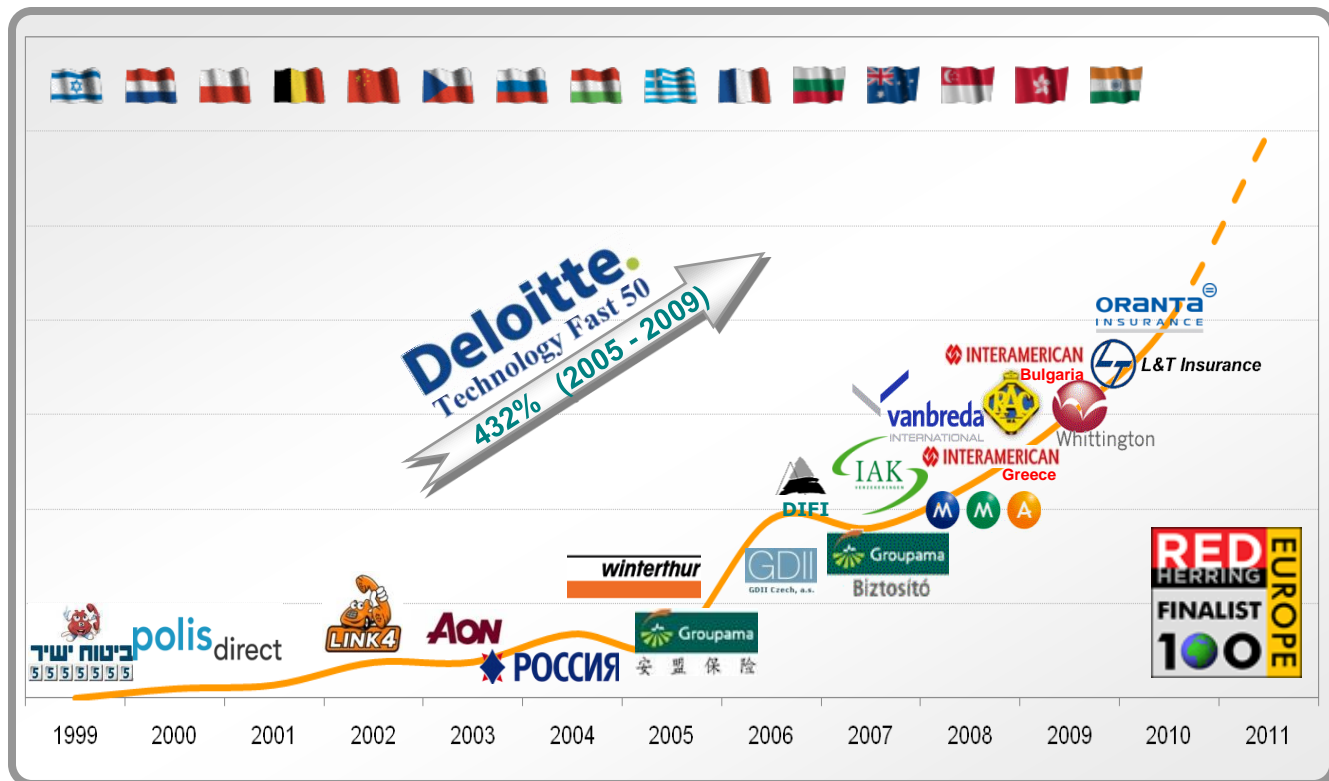
- ❖ "IDIT allows global carriers to quickly create new products as well as version of existing products to meet the needs of new markets"
- ❖ "The IDIT software suite offers multi-language and currency support, making it appealing to carriers looking to expand into new markets."

Ellen Carney,  
Senior Analyst, Forrester Research

## Growth Pattern

IDIT was founded in 1998 in Israel and has made an impressive inroad since then. Nine years later, IDIT was named among the top 500 fastest growing technology companies in Europe, Middle East and Africa, and among the top 50 in Israel, for three years in a row, with revenue growth of 276% over the last 5 years.

Our first customer outside Israel went live in Y-2000 in the Netherlands, and since then, we had implemented IDIT™ Software Suite in Poland, Belgium, Czech Republic, Russia, Hungary, Greece, France Bulgaria, Portugal, China, Australia, Singapore and India, to name a few.



IDIT I.D.I. Technologies — Growth Pattern

### polis direct

"A decisive factor for choosing IDIT™ was its comprehensiveness."

"Not only sales, service, claims processing, workflow, imaging and data warehousing, but also the integrated Internet capabilities which provide Web accessibility."

"IDIT™ offers value for money and minimum customization efforts."



Wolter Bosch,  
ICT Manager,  
Polis Direct BV

### EUREKO

"We decided to award the project to IDIT because of their wide-ranging experience in the insurance sector across Europe, their responsiveness and understanding of our needs, and the ability of IDIT™ Software Suite to support our pan-European strategy."

Ruud Gruson, Program Manager, Eureka B.V.

### INTERAMERICAN

"Our main challenge is to enhance our back office & front office software components to address Interamerican's emerging business needs in Greece. We consider IDIT as a true partner to help us win this challenge."

Nuno Fonseca, IT Director Interamerican Greece

## Our Go-to-Market

IDIT's growth pattern is based on direct sales force and partners strategy of three types, as follows:

❖ Collaboration with global players & strategic partners, such as:

- ❖ **IBM:** Selected IDIT™ Software Suite as a leading package for the insurance vertical, part of **IPA - IBM Insurance Process Acceleration framework validation program.**

As a valued Insurance Industry Optimized ISV, member of the **IBM PartnerWorld®**. IDIT™ Software Suite has been certified as a **Ready for SOA®** specialty, **Ready for DB2®** and **Ready for Tivoli®** solution. Additionally, IDIT enjoys full support on technical issues through IBM's GTU (Global Technology Unit).



- ❖ **HP:** IDIT is a business partner of HP and a member of the **HP DSPP** (Developer & Solution Partner Program). Our two companies are continuously collaborating on marketing, sales and technical topics across the insurance marketplace.

Business Partner



- ❖ **PwC:** PricewaterhouseCoopers, has established a Competence Center for IDIT™ software, staffed with certified IDIT™ business consultants operating out of Belgium across PwC's global network worldwide. PwC is using its global network, experience, business understanding and industry knowledge, to build trust and create value for clients, through business consulting, pre-sales, and project activities.



❖ Partnerships with local system integrators & consulting firms which possess deep insurance domain expertise, such as:

- **JMR:** A specialist consulting firm, covering business processes and project implementation of enterprise-wide software solutions. To bring the IDIT™ Software Suite to the UK, JMR has established a dedicated enterprise, comprising some of the most experienced insurance technology domain experts in the UK
- **Logica:** A business and technology service company, providing business consulting, systems integration and outsourcing to clients around the world, including many of Europe's largest businesses
- **BSB:** IT services provider for the Financial Services sector in Benelux & France
- **IBEXI:** A specialist consulting firm focusing exclusively on insurance-technology market in India
- **Ordina:** One of the fastest-growing and largest IT services providers in the Netherlands



❖ Partnerships with global providers of complimentary technologies



## Selected Customers



**Eureko B.V.**, a Pan-European insurance group, is a merger between Achmea(NL) and Interpolis (the insurance subsidiary of Rabobank). The group has adopted IDIT™ as their software of choice across the insurer's operations in Europe.



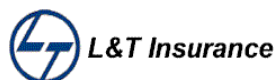
**Oranta Russia** - A member of the Pan-European insurance group Eureko B.V, has selected IDIT™ Software Suite as part of its' operational modernization process. The project encompasses the implementation of the entire general insurance business lines of Oranta, including Motor, Property, Travel, Commercial Property, and Yachts.



**Interamerican Greece** - A member of the Pan-European insurance group Eureko B.V, has selected IDIT™ Software Suite as their solution for Motor, Property, and TPL general insurance business lines.



**Interamerican Bulgaria** - The first implementation of IDIT™ Software Suite in the Eureko insurance group. The new software platform encompasses the implementation of Motor, Home-Property, Commercial-Property, Travel, Cargo and other third party liabilities such as employees, doctors, hotels, etc.



**L&T Insurance** is part of Larsen & Toubro Limited, the largest and most respected technology, engineering, construction and manufacturing company in India's private sector, with international presence and a global spread of offices worldwide.

The project encompasses the implementation of IDIT™ software as a full suite policy administration packaged solution, and implemented jointly with IBEXI and IBM (India).



**Whittington** is an international insurance, investment and service business, headquartered in Singapore. The company formed the daughter company –DirectAsia– with operations in Singapore and in Hong Kong. Whittington selected IDIT™ Software Suite as their end-to-end packaged solution to manage all core policy administration, claims, and accounting, including a call center and web portal.



**RAC Insurance Pty** is the insurance arm of the Australian state-based Royal Automobile Club – with written premium of \$220m USD and distribution capabilities through branches, internet, and call center.

RAC Insurance selected IDIT™ Software Suite to renovate their entire general insurance system with a full suite policy administration packaged solution.



**Groupama**, a large French insurance concern, has selected IDIT™ as the technological force behind the first multi-national insurance venture in China. IDIT™ was implemented within 6 months; the system has been live since January 2005.

## Selected Customers



**MMA** – Mutuelles du Mans Assurances – one of France’s leading insurance groups, caters insurance products to both individuals, professionals, businesses, communities and associations.

MMA selected IDIT™ Billing&Collection software to manage the insurer’s global invoicing and disbursements needs. A joint team of MMA and IDIT in partnership with BSB, is engaged with the implementation of the project.



**Polis Direct BV**, a leading Dutch direct insurer, selected IDIT™ to enhance the quality and efficiency of its operations by replacing its former legacy infrastructure with the IDIT™ solution, with a swift roll-out of six months to going live. The implementation of IDIT™ enabled Polis Direct to introduce new products with rapid time-to-market ability.



**IAK Verzekeringen**, one of the largest independent full-service insurance companies in the Netherlands, and a member of the AEGON Group, has selected IDIT™ Software Suite as their solution for general insurance personal lines.



**Van Breda International** specialists in insurance brokerage and risk management services, selected IDIT™ Software Suite to be implemented as the insurer’s core system for policy administration.



**Direct Insurance  
Financial Investments Ltd.**

**DIFI**, Direct Insurance Financial Investments Ltd., is the owners of the largest and most successful direct insurance company in Israel. DIFI is involved in the development and operation of direct insurance initiatives worldwide and have selected IDIT™ as the technological infrastructure for all its endeavors.

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