



## DECISION for Insurance

### Speed and Accuracy Through Automation

With a focus on the underwriting process, DECISION enables insurance carriers to grow their business and respond to market needs through the accurate, consistent and clear enforcement of business rules and policy.

DECISION transforms the underwriting process by:

**Enabling accurate risk management** – through automated risk selection, consistent risk treatment and adherence to your risk appetite.

**Providing effective automated decision-making** – with the accurate and consistent application of your rules and policies.

**Ensuring compliance** – with the ability to enforce change in real time.

**Evaluating the impact of change** – relative to your organization's risk appetite.

**Reducing cost with:**

- Process optimization through automated tools
- Elimination of compensatory fines
- Reduction of referrals
- Efficient training of new underwriting staff
- Decreased need for manual lookups of rules and policy

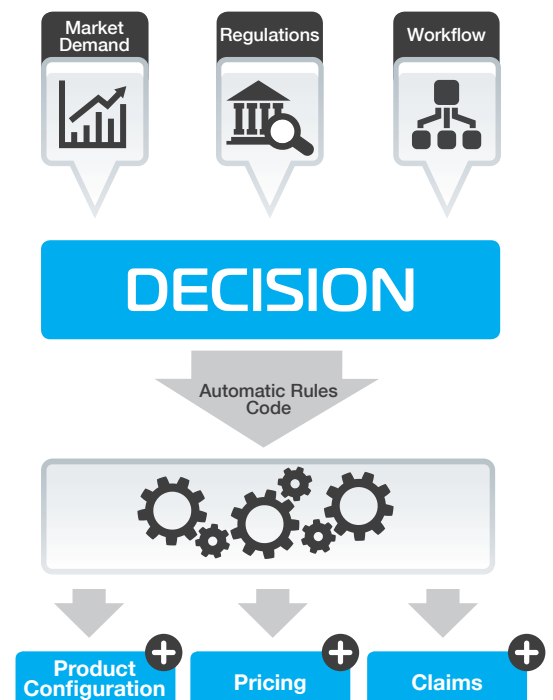
### Maintain Your Compliance

Another focal point of DECISION that is critical to carriers is compliance. Today, because of manual processes, carriers can miss mandatory changes leading to possible fines if unenforced. DECISION memorializes regulatory changes allowing underwriting to model changes to determine impact and evaluate those changes relative to your risk appetite. Moreover, DECISION helps gather and clarify requirements for the implementation to core systems.

For accurate and consistent enforcement, DECISION captures, manages and automates all of the rules, policies and practices otherwise contained in the Underwriting Manual.

“As a former Chief Operating Officer in financial institutions, I know the challenges and frustrations of increasingly complex rules and operational processes that are falling behind the pace of business. I am relieved and excited about DECISION because it turns this trend around.”

*Janet Eakes, Former Senior Vice President for Mortgage Operations at Freddie Mac*



## Enforcing Change In Real Time

The underwriting manual is typically presented as a printed or electronic document with its' interpretation subject to the readers' understanding. As a result, clarity can be an issue. Furthermore, throughout the year, there are several amendments made to the underwriting manual. Ensuring that these amendments are disseminated, understood, and executed accurately and consistently can be difficult. Dissemination becomes challenging given that multiple core systems are employed at many carriers and each carrier may have external staff that have binding authority. With DECISION updates are implemented immediately. Unfortunately, for carriers without DECISION, the underwriting manual generally only gets updated annually.

With DECISION amendments can be updated and maintained in real time or at any frequency desired.

## Addressing a Multitude of Needs

Underwriting referrals are costly both in terms of time and effort. Borderline risks that are considered for coverage often require senior underwriter attention, which in turn demands the reevaluation of all risk and pricing activity. This is a time-consuming activity and can often be a barrier to writing new business. The process is inefficient and needs to be optimized – and with DECISION it is.

Insurance carriers must also be able to rapidly respond to trending risks. Situations can arise wherein repeat claims occur, requiring that an immediate change to underwriting practices take place. DECISION enables enterprises to respond to risk and implement change efficiently and effectively.

## Consistency Across the Enterprise

DECISION also helps carriers perform underwriting audits to ensure compliance with corporate underwriting guidelines. Audits take time, effort, and incur the cost of branch visits and physical review. With DECISION's central rules repository, carriers can minimize the time spent on performing audits and reduce the need for onsite visits, even if most underwriting processes are manual. DECISION can help speed up the process and save cost.

### About Sapiens

Sapiens International Corporation (NASDAQ and TASE: SPNS) is a leading global provider of software solutions for the insurance industry, with a growing presence in the financial services sector. Sapiens offers core, end-to-end solutions to the global general insurance, property and casualty, life, pension and annuities, reinsurance and retirement markets, as well as business decision management software. The company has a track record of over 30 years in delivering superior software solutions to more than 200 financial services organizations worldwide. The Sapiens team of approximately 1,700 professionals operates through our fully-owned subsidiaries in North America, the United Kingdom, EMEA and Asia Pacific.

## ACCURACY. CLARITY. CONSISTENCY.

DECISION helps minimize referrals and ensures the clarity, accuracy and consistency your underwriting processes. It also provides capabilities that maintain governance including version control, approvals, meta-data documentation of decision rationale and more. Applied across the entire enterprise, DECISION supports the immediate enforcement of change and provides a consistent application of rules and policies, thereby eliminating any processing conflict.

## About The Decision Model

The Decision Model, invented by Barbara von Halle and Larry Goldberg, is a way of representing business logic that is platform and technology independent. It models logic based on the inherent structure of that logic, eliminating style and other subjective preferences, ensuring a consistent and stable representation.

Business logic is the means by which the business derives conclusions from facts. A "business logic statement" is an expression of conditions that evaluate facts leading to a conclusion of a new fact.

Apart from its high level of logical integrity, the model enables us to express business logic in a form and manner that can easily be read and understood by all stakeholders – business, management and IT. People today are readily familiar with decision tables, and are easily able to read them.

DECISION is deployed in partnership with Knowledge Partners International ([www.kpiusa.com](http://www.kpiusa.com)), that support certified decision modeling practitioners and expert trainers, to assure compliance and high quality standards of The Decision Model projects.



For details about the Decision Model, please refer to "The Decision Model: A Business Logic Framework Linking Business and Technology" (von Halle & Goldberg) © 2009 Auerbach Publications/Taylor & Francis, LLC.

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