



**Advisen offers data feeds for casualty lines of business, with standard format feeds for the following lines:**

- D&O
- Management Liability including D&O, EPLI, and other related lines
- Cyber
- Other Liability Lines including General Liability, Products, Environmental, Umbrella, etc.
- Casualty Clash / Catastrophe (comprises "related" cases which are occurrences and the individual cases related to that occurrence)

**Advisen data feeds can be used for a wide range of business analytics, such as:**

- Predictive models for pricing, underwriting, and claims (e.g., D&O) by insurers
- Similar models for a risk manager / insurance buyer to assess insurance needs (e.g., D&O and Cyber) by insurance brokers
- Trend analyses in product liability class action suits or in umbrella severities
- Casualty Clash / Catastrophe modeling to address ERM issues

Contact your client services manager or [info@advisen.com](mailto:info@advisen.com) to learn more.



# PREDICTIVE MODELING

## INSIGHTS CONFERENCE

**JANUARY 13, 2015**

**St. John's University  
School of Risk Management  
101 Astor Place in Manhattan**

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School of Risk Management, Insurance and Actuarial Science



**Swiss Re**



## Leveraging Predictive Analytics in Insurance

Predictive Analytics, in conjunction with Big Data, is transforming insurance marketing, product development, underwriting, pricing and claims management. This half-day conference will highlight significant trends in the use of predictive models and Big Data within the insurance industry, and will provide decision-makers with a framework for evaluating potential applications within their companies. Our speakers and presenters are drawn from the senior ranks of the insurance industry, as well as from leading consultants, vendors and research organizations.

### AGENDA AT A GLANCE

**12:00 - 1:00pm Registration & Networking**

**1:00 - 1:15pm Opening Remarks**



**Mark Browne**

*Robert Clements Distinguished Chair in Risk Management and Insurance Chair of the Faculty of the School of Risk Management, Insurance and Actuarial Science, St. John's University*

**1:15 - 1:45pm Keynote Address**



**Wade Bontrager**

*President & CEO, EagleEye Analytics*

**1:45 - 2:15pm The Current Use of Models in Casualty and Specialty**

This session will address how the insurance industry is currently embedding data and analytics into marketing, product development, underwriting, pricing and claims management.



**Brian Stoll,**

*Director, P&C Practice, Towers Watson*

**2:15 - 3:00pm Why Analytics?**

How can data and analytics help your organization better achieve growth and profit goals? What role does senior management play in driving the development and use of advanced analytical tools? How do a newer generation of forward-looking models compare to traditional models based on historical data and outcomes? This panel will provide decision-makers with an actionable framework for assessing the strategic benefits of analytical tools and for making important resource allocation decisions for models and data.



**David Bradford**

*President, Research & Editorial division, Advisen (Moderator)*



**Nancy Bewlay**

*Head of Underwriting for Casualty, US & Canada, Swiss Re*



**Philip Borba**

*Principal & Senior Consultant, Economics Consulting Practice, Milliman*



**Greg Hendrick**

*EVP & Chief Executive, Insurance Operations, XL*



**Don Mango**

*Vice Chairman, Analytics Advisory, Guy Carpenter*

**3:00 - 3:15pm Break**

**3:15 - 4:00pm**

**The Quest for Data: What Decision-Makers Need to Know**

The volume of data available for analysis is growing exponentially. How can decision-makers know what represents a good investment in data to be compiled or licensed? This panel will address the issues facing data officers in insurance entities when identifying data to include in predictive models. The panel will address questions including: What does your organization need from Big Data? How can the right data be procured? What can the data do? What challenges does it present? How useable is it?



**Jessica Leong**

*Business Execution Lead, Predictive Analytics, Zurich North America*



**Gina Papush**

*Chief Analytics & Data Officer, QBE North America*

**4:00 - 4:30pm**

**Legal & Privacy Issues Around Data**

What are the privacy and security issues posed by Big Data? What do executives need to know about protecting company data used in analytic tools and other data projects? This presentation will address some of the fundamental legal issues associated with acquiring, storing, analyzing, sharing and using output from both internal and external data sources.



**Lisa Sotto**

*Chair, Privacy and Cybersecurity Practice, Hunton & Williams LLP*

**4:30 - 5:15pm**

**Declaring Success**

What is an appropriate ROI for predictive and forward looking models? How can ROI be measured? What are other criteria for success in Big Data and modeling projects? This session will examine the Critical Success Factors for various types of data and analytics projects and offer guidelines for assessing outcomes.



**Bill Keogh**

*Chief Executive Officer, Advisen (Moderator)*



**Robert Reville**

*President & Chief Executive Officer, Praedicat*

**5:15 - 6:15pm**

**Closing Remarks & Reception**



**PREDICTIVE MODELING**  
INSIGHTS CONFERENCE

A new half-day discussion & networking program for P&C insurance leaders who make strategic decisions associated with the implementation of predictive models and big data.

**Save the Date for Advisen's Upcoming Casualty Insights Conference**

**Thursday, March 26, 2015**

New York, NY

Registration is now open via [www.advisenltd.com](http://www.advisenltd.com)

