

**Agenda item 2(c)  
February 27/17 EOC Meeting**

From: Ally Cunliffe [mailto:Ally.Cunliffe@insurance-canada.ca]  
Sent: Wednesday, February 14, 2018 2:01 PM  
To: keith.martin@cafii.com; brendan.wycks@cafii.com  
Subject: CAFII / Insurance-Canada.ca

Hi Brendan and Keith,

Thanks so much for meeting with myself and Gerald Legrove, CEO of DGA Careers, last week. Sorry for the delay in getting this to you.

I wanted to send you the website for the Technology Conference coming up on Feb 27 and 28th at the Beanfield Centre in Toronto.

As discussed at our meeting, we would be able to offer CAFII members a 25% discount to this event, bringing the ticket price to \$800 +HST (regular price \$1075+HST). Each CAFII member could circulate this discount code within their companies where appropriate, and we could offer this discount for up to 10 people per member company.

As you noted at our meeting, you would need to get approval for this from your board in order to circulate this opportunity, which doesn't meet again until close to the event date, so we can definitely make this opportunity available to you and your members now on a by-request basis, but it might also make sense to have similar agreements in place for our other upcoming events, which I'd be happy to discuss as well.

Let me know if you'd like to chat further about this on the phone.

Thanks again and look forward to hearing back!

Best,

Ally Cunliffe - Manager, Events and Partnerships

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# Technology CONFERENCE

## Insurance Vectors at Play: Risk, Technology, Engagement

**Insurance is undergoing fundamental changes, driven by three insurance vectors:**

**Rapidly emerging risks:** Smart Homes, Internet of Things, Cyber Risk, Autonomous vehicles – are creating new risks and new opportunities

**Customer Engagement** is much more than a slogan. New technologies are emerging to detail client preferences and dramatically improve sales

**Digital Technologies** are replacing expensive, low-value manual tasks, offering real-time results, and providing opportunities for personalized value-added benefits

**One thing is clear: *This is not insurance as usual***

**Join us at ICTC 2018 to explore the spectrum of opportunities in the changing world of insurance**

**Tuesday, February 27 – Wednesday, February 28, 2018**

**BEANFIELD CENTRE, TORONTO**

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## Leading insurers, brokers, and suppliers are mapping out the next steps in utilizing digital insurance. The ICTC 2018 agenda will address the questions “Where are We?” and “What’s Next?”

### **KEYNOTE: Technology Trends to Further Disrupt the Insurance Landscape in 2018**

**Andrew Lo, CEO, Kanetix, Ltd.**

**with Craig Haney, Director, Communitex**

2018 pushes the envelope further, delivering the next level of customer engagement.

### **KEYNOTE: Millennials Driving Consumer and Insurance Markets**

**David Coletto, CEO & Founding Partner, Abacus Data**

Insights on this powerful consumer group which is fundamentally shifting markets.

### **Extreme Weather Risk In Canada: The Time To Act Was Yesterday**

**Dr. Blair Feltmate, Head, Intact Centre on Climate Adaptation, University of Waterloo**

Dr. Blair describes the threat of climate change to insurers and discusses de-risking through adaptation.

### **AI: What’s Your Plan?**

**Mike Fitzgerald, Senior Analyst, Celent and Eric Weisburg, VP, Novarica**

Experts explore critical areas including AI opportunities, the competitive landscape, and IT/Business alignment.

### **Case Studies - Evolution of AI and its use in Insurance**

**Lawrence Wong, Director, Munich Re Canada**

Munich Re discusses AI use cases and pilots: sales, smart claims, and automated underwriting.

### **How to Train your A.I.**

**Steve Holder, Strategy Lead - Analytic Ecosystems, SAS**

AI is not a silver bullet. This session will describe steps required to build out intelligent machine systems.

### **Rapid Advancement of Drone Technology in the Insurance Industry**

**Michael Cohen, President & CEO, Industrial Skyworks Inc.**

AI and Aerial Robotics combined are changing the way insurance professionals approach onsite data.

### **Today’s Reality and the Path Ahead for Insurance-Panel**

**MODERATOR: Mark Breeding, Partner, Strategy Meets Action**

Experts discuss personalized communications through analytics, reality of omni-channel, and future positioning with InsurTech.

### **Looking Ahead: Broker-Insurer Connectivity**

**MODERATOR: Colin Simpson, CEO, Insurance Brokers Association of Ontario**

Insurance connectivity has been hampered in the past, but insurers and brokers are working to implement new solutions.

### **Winning Through Partnerships**

**Marc Lipman, COO, AIG Insurance Company of Canada**

**Dave Kruis, Director, FairVentures**

This session will explore various partnership models which can leverage the agility and innovation that startups bring to the table.

### **Deep Dive: The Future of Automobiles and Insurance**

**Gwenn Bézard, Co-Founder and Research Director, Aite Group**

**Catherine Kargas, Vice President, MARCON**

**Cletus Nunes, Sr. Sales Director, Octo Telematics (North America)**

**MODERATOR: Ryan Stein, Director of Policy, Insurance Bureau of Canada**

Three experts will describe elements driving the next generation of mobility. A panel follows, vetting conclusions and addressing your questions.

### **Blockchain: Is It the Future of Insurance Technology?**

**Iliana Oris Valiente, Global Blockchain**

**Innovation Lead, Accenture**

One of Canada’s leading experts in blockchain will explore its uses and what this innovation means for the future of industry. Industry Panel follows.

### **Focused Differentiation Through Data Science, Lean Start-Up & Digital Ecosystems**

**Hashmat Rohian, Senior Director The Co-operators Group Ltd.**

Hashmat will explain this next wave in digital business and highlight the foundational capabilities required to enable it.

### **Connected Customers Matter ... Do Brokers?**

**Phil Henville, Head of Canadian Operations, Hubio**

Digital communications are changing workflows. Learn how new processes can ensure superior service for customers and brokers.

### **Digital Transformation for Enhanced Customer Experience**

**Tim Currie, Senior Vice President, Navigators Insurance**

**Stephanie Inglis, Vice President Professional Services,**

**Goose Digital**

Navigator will describe impacts on the business driven by new digital technologies and tools.

### **Delivering a Next-Gen Experience to the Next-Gen Applicant**

**Samir Ahmed, Principal & Sr. Architect, X by 2**

Carriers continue to lag in fully utilizing digitization. This session will provide actionable takeaways to improve success ratios.

### **By Popular Demand - Innovation Showcase: Startup Pitches**

This “show and tell” session will feature innovative startups in the insurance space, with features ranging from AI for fraud detection to robo-advisors, to on-demand travel insurance.

....and more!

Visit [www.insurance-canada.ca/ictc](http://www.insurance-canada.ca/ictc)  
for more information and to register.

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