Building a Canal from Data to Improved Results
ASTIN/AFIR Colloquium 2017
Willis Towers Watson
Agenda

- Introduction
- Data
- Predictive Models
- Basic Applications
- Further Applications
- The Future, and concluding comments
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  - Presentations
  - Building a Canal from Data to Improved Results
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- Introduction
- Data
  - The importance of monitoring historical/emerging data
  - Types of data
  - Metrics to observe
  - Interactive session 1: Personal Lines Auto Pricing Results Dashboard
  - Limitations of monitoring historical data
- Predictive Models
- Basic Applications
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- Introduction
- Data
- Predictive Models
  - Background to predictive models, including history of predictive models in insurance
  - Types of predictive models
  - Interactive session 2: Personal Lines Auto loss cost model
  - Focus Area 1: Improving geographical analysis using spatial analysis
  - Focus Area 2: Models beyond claims: demand models
- Basic Applications
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- Introduction
- Data
- Predictive Models
  - Using predictive models to improve personal lines results
  - Cost-based rates
  - Analysis of dislocation/competitiveness
  - Using demand models to scenario test
  - Interactive Session 3: Personal Lines Auto Scenario Testing
  - Price Optimization
- Further Applications
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  - UBI-style pricing
  - Life Insurance
  - Commercial Lines pricing and underwriting
  - Claims Triage
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- Basic Applications
- Further Applications
- The Future, and concluding comments
  - Future issues
  - Conclusions