PLUG AND PLAY

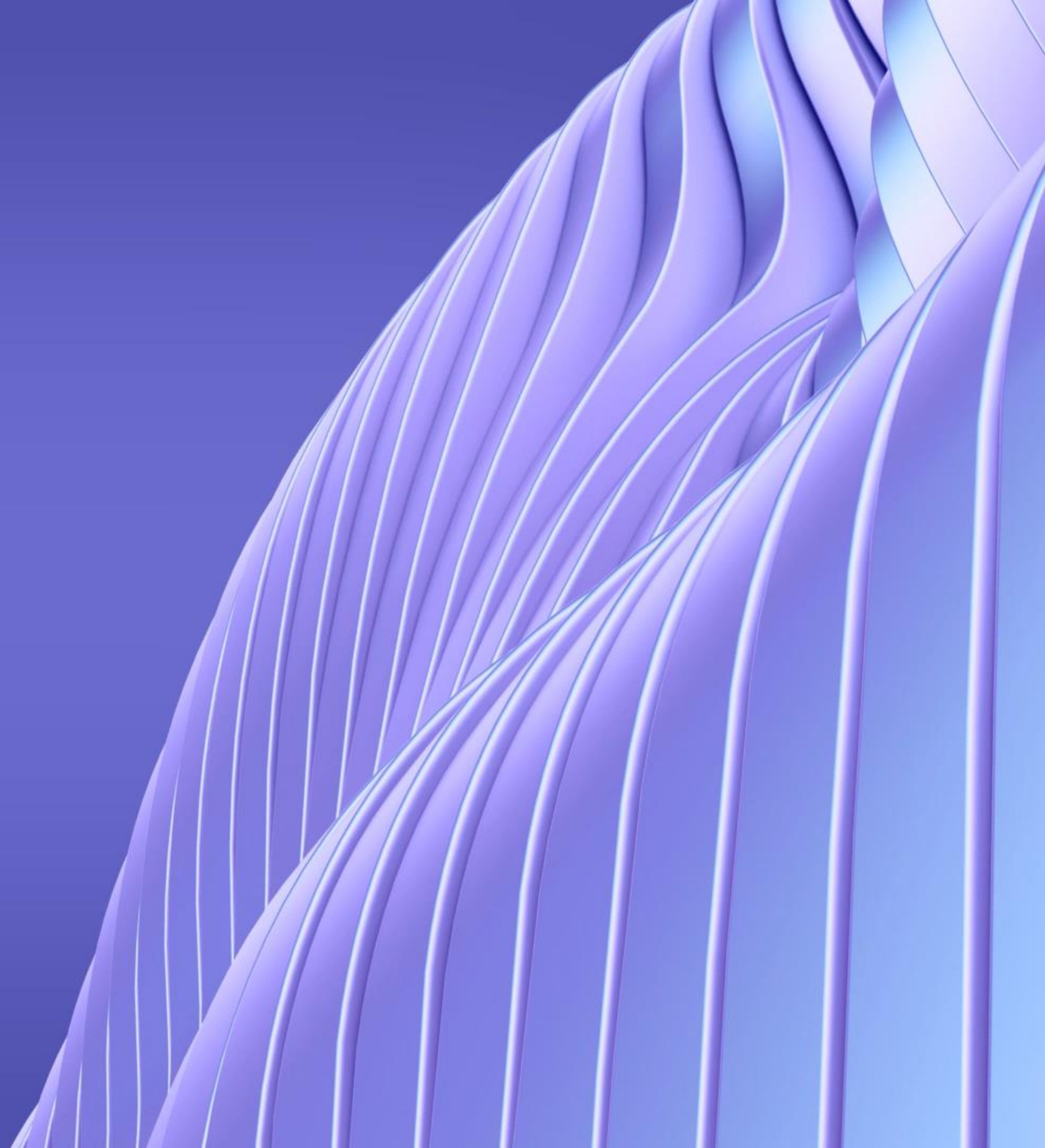
Silicon Valley SUMMIT

November 19, 2024

PLUG AND PLAY

Insurtech EXPO

SV SUMMIT





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Sv summit



OPENING REMARKS

Daisy Li

Partner Success Manager

Plug and Play

#PNPTCSiliconValley

Join us at pnptc.com

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Trusted innovation partner by more than 60 insurers across the globe

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Insurtech

Agenda

01:00 PM	Opening remarks
01:05 PM	AI Center of Excellence Panel
01: 30 PM	Startup Group #1
02:10 PM	Partner Award
02:15 PM	Startup Group # 2
02:55 PM	Closing Remarks

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Panel Moderator

Eugenio Gonzalez

Partner & Director of InsurTech

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AI Center of Excellence



Cambria Bratcher

Innovation Manager

American National



Wayman Leung

Senior Director

C3 AI



MODERATOR

Eugenio Gonzalez

Partner & Director of InsurTech

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Startup Presentations

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STARTUP PRESENTATION

Testudo
AI Insurance

Testudo AI

We help businesses manage AI related risks with a new category of insurance.

#PNPTCSiliconValley

Join us at pnptc.com

Testudo

Underwrite AI risks

testudo.co

Testudo

Founders



George Lewin-Smith
Co-Founder and CEO



Mark Titmarsh
Co-Founder CPO

UNIVERSITY OF OXFORD

Goldman Sachs

AVIVA

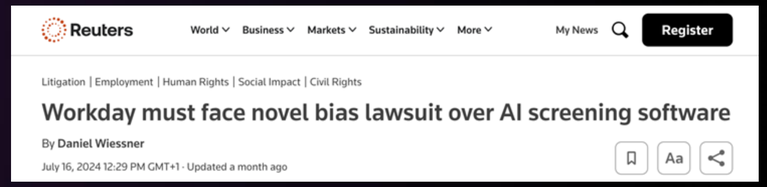
superscript

george.lewin-smith@testudo.co

Testudo

Generative AI risks are pervasive and in the market

Discrimination risks



Copyright or IP Infringement



Performance errors



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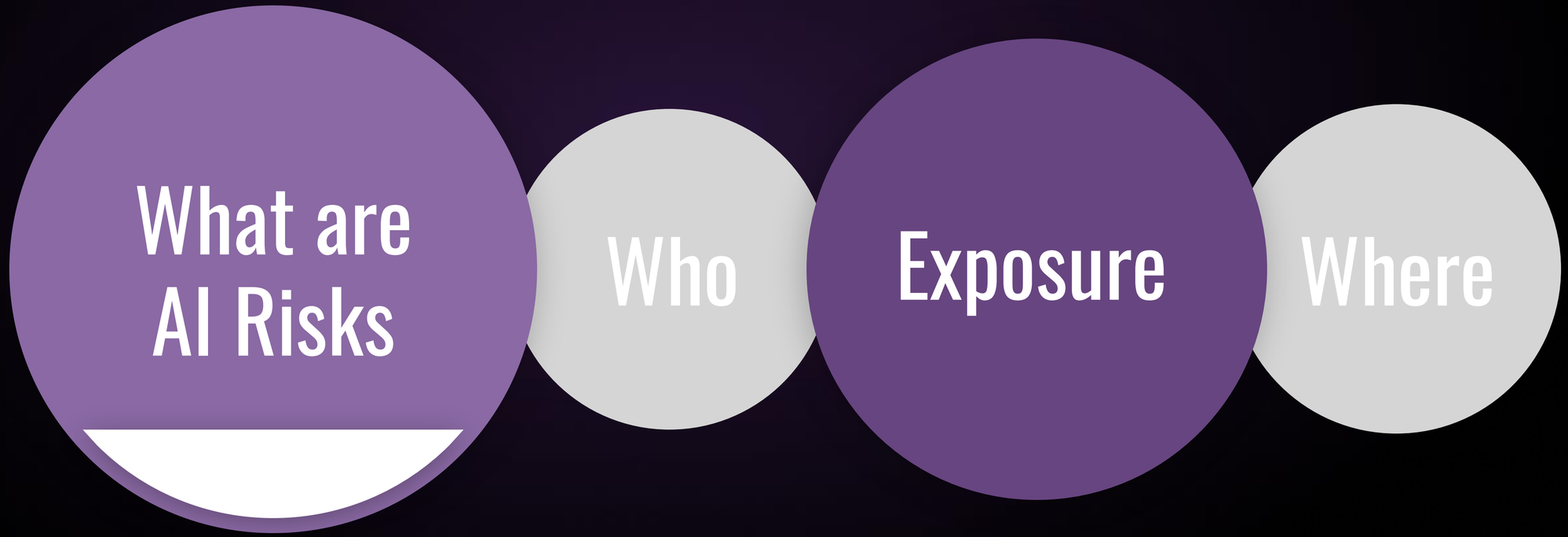
What questions should insurance stakeholders be asking



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Testudo

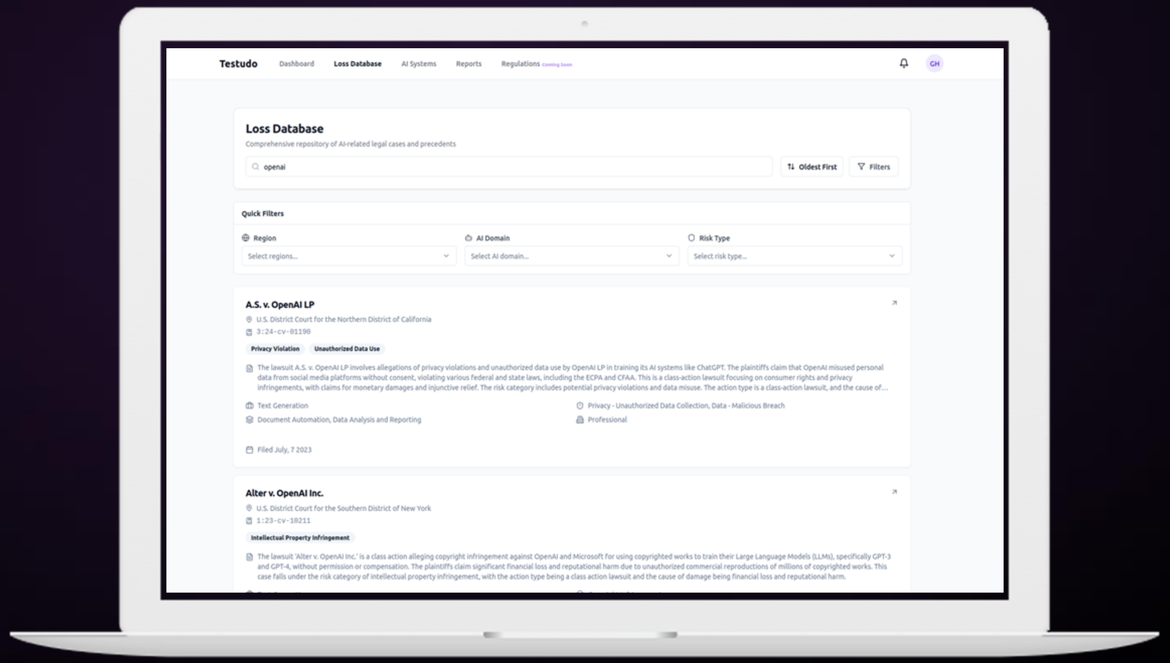
Our data and solutions

AI Loss Data

Global incidents, events, claim and media articles

Silent AI Checks

AI powered health checks to determine if policies cover AI risks



AI Exposure Scores

Understand how exposed a company is to AI risks

AI Washing Analyzer

Independently determine how a business discloses AI use, online

george.lewin-smith@testudo.co

Testudo

AI is a significant opportunity for insurance stakeholders

Work with us as a specialist AI risk assessment partner



george.lewin-smith@testudo.co

Testudo

Get in touch

george.lewin-smith@testudo.co | +1 (628) 488 4093

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STARTUP PRESENTATION

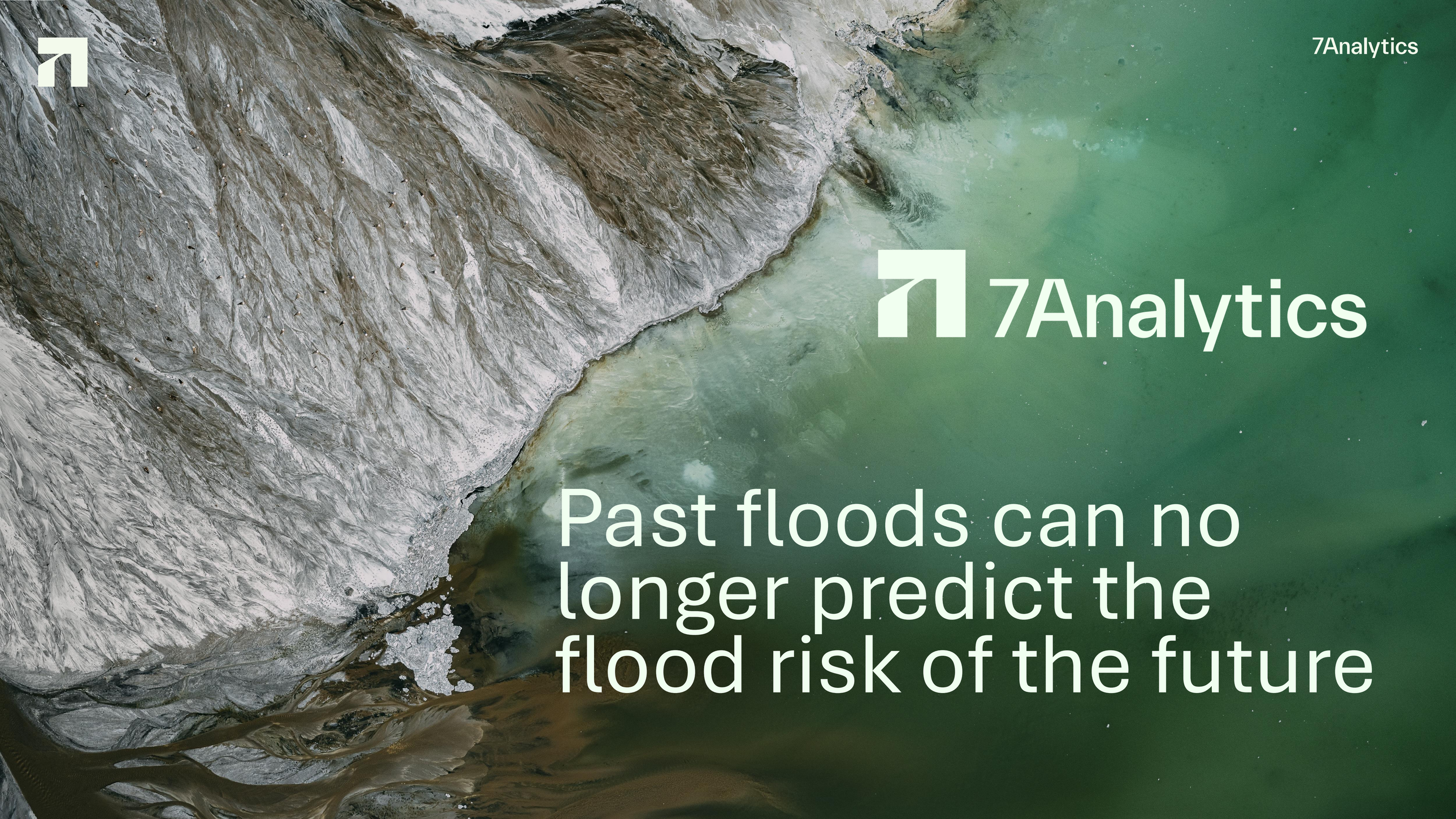
7Analytics

7Analytics

7Analytics is pioneering a new approach for flood analytics

#PNPTCSiliconValley

Join us at pnptc.com


7Analytics
Past floods can no longer predict the flood risk of the future



7Analytics

ClimateTech for insurers and asset owners

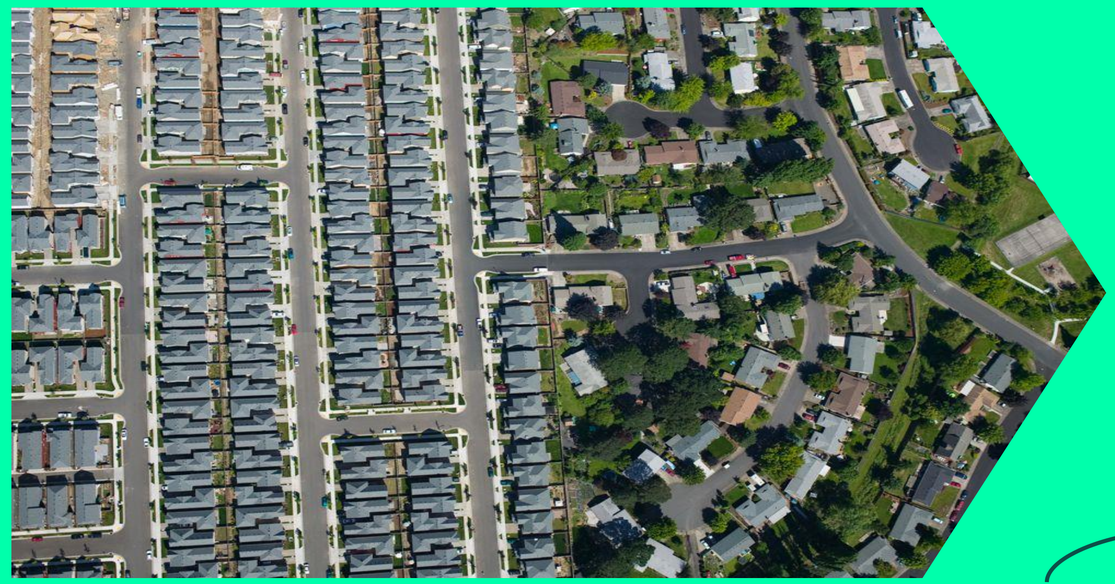
Flood risk

US & Europe
+50
customers

Offices
Boston
Copenhagen
Oslo

Founded
2020

Two megatrends produce high vulnerability



Urbanization

Urban flood risk

Unpredictable weather



What's the future of flood insurance?

THE WALL STREET JOURNAL.

PERSONAL FINANCE

Americans Are Bailing on Their Home Insurance

CBS NEWS

Homes in parts of the U.S. are "essentially uninsurable" due to rising climate change risks

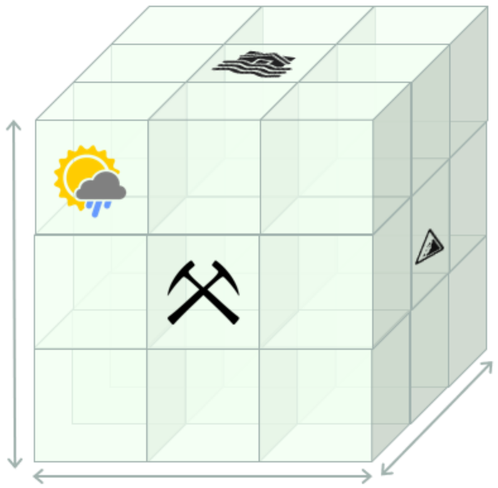
Grist

FEMA is being sued for making flood insurance too expensive – and too cheap

As Congress delays reauthorization, the National Flood Insurance Program faces dueling lawsuits.



Two products at 3 x 3 ft resolution



1

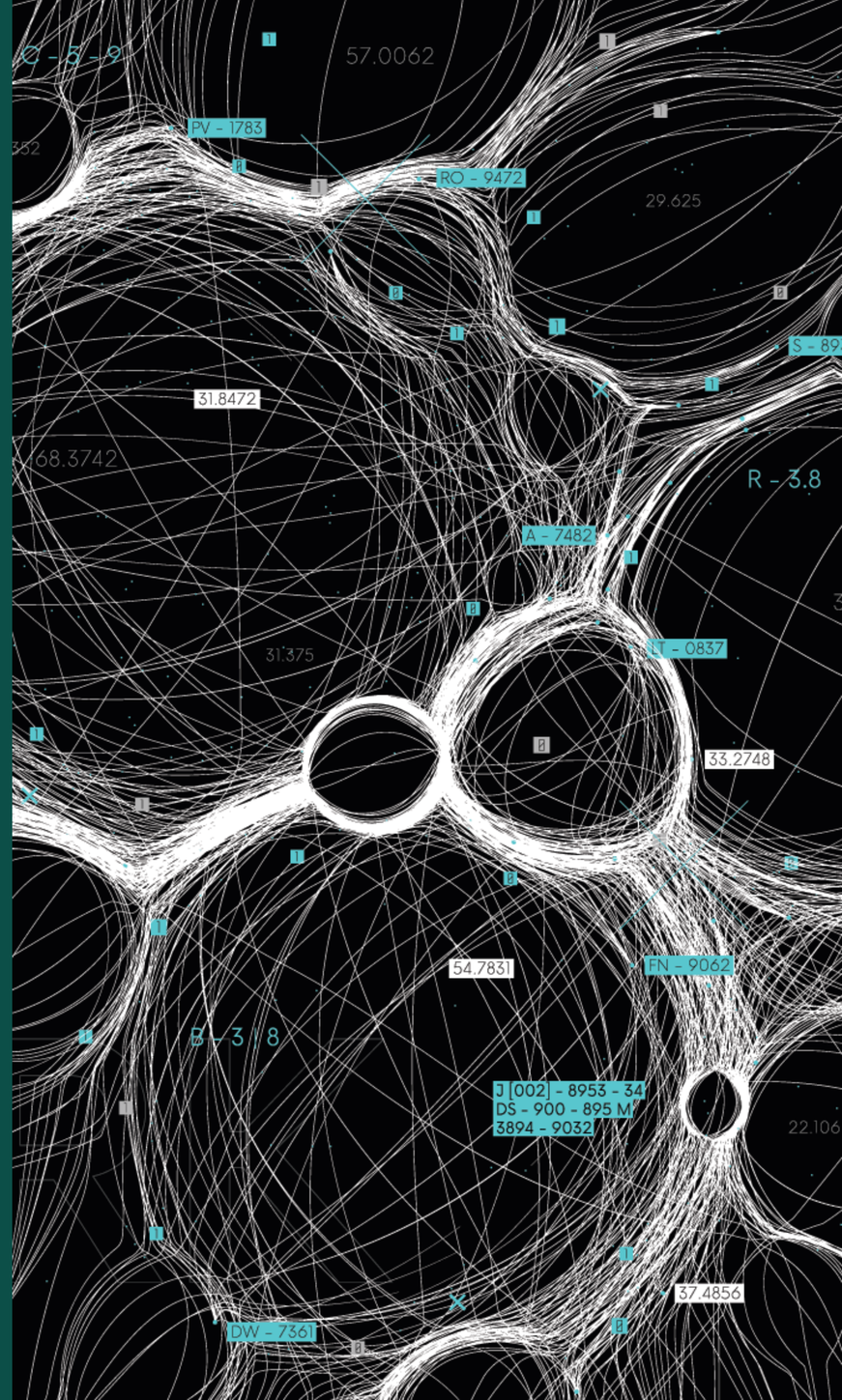
Predictive risk scoring per property

2

Real-time flood warning



Claims data


57.0062
PV - 1783
RO - 9472
29.625
31.8472
R - 3.8
A - 7482
LT - 0837
31.375
33.2748
54.7831
FN - 9062
J [002] - 8953 - 34
DS - 900 - 895 M
3894 - 9032
37.4856
DW - 7361

The secret ingredients: Continuously updated and reprocessed geospatial data at a resolution of 3 x 3 feet

Land use cover

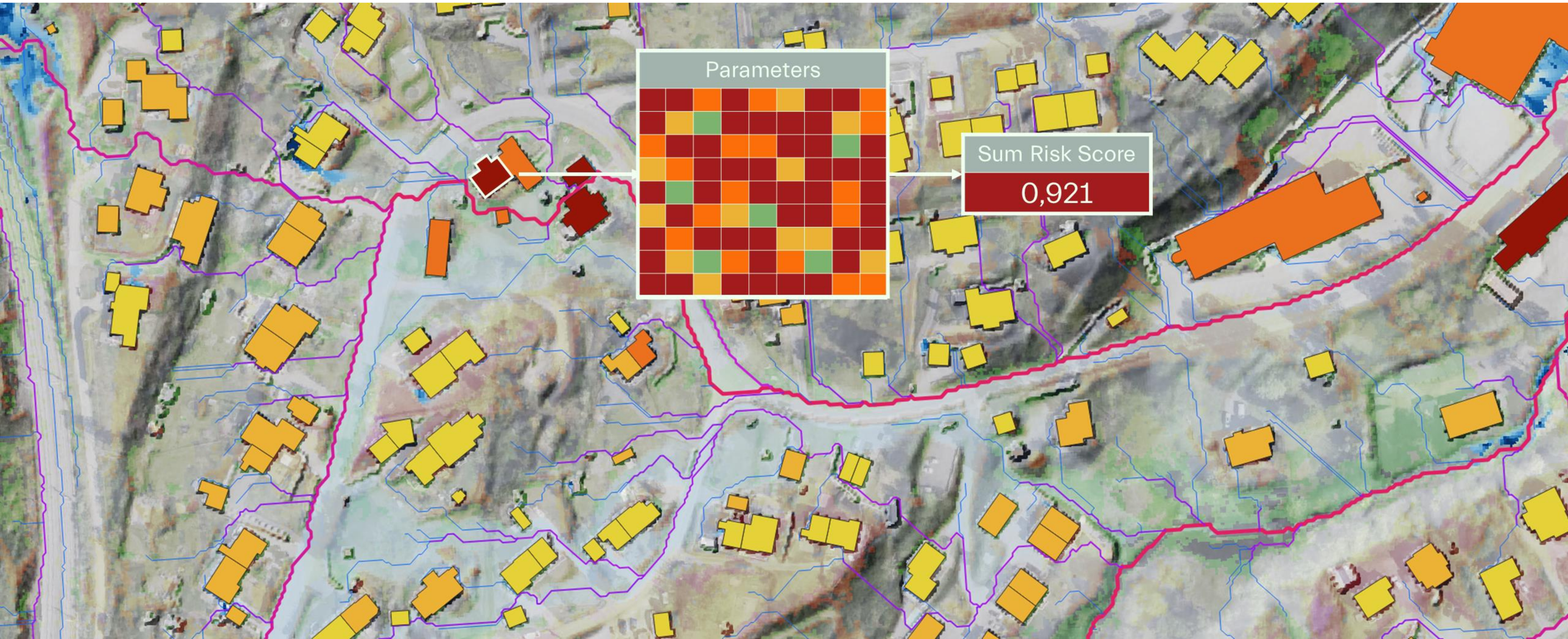


Digital elevation model



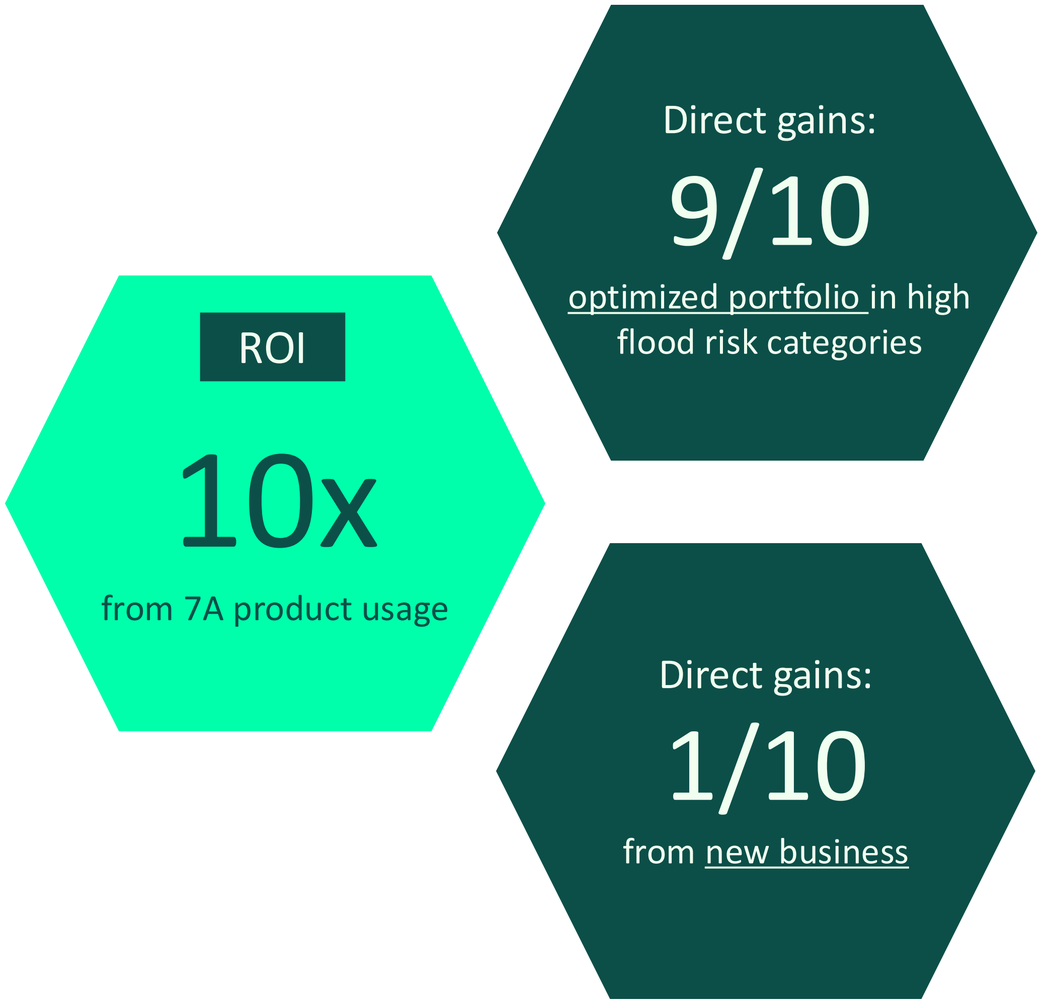


A vulnerability score for every house

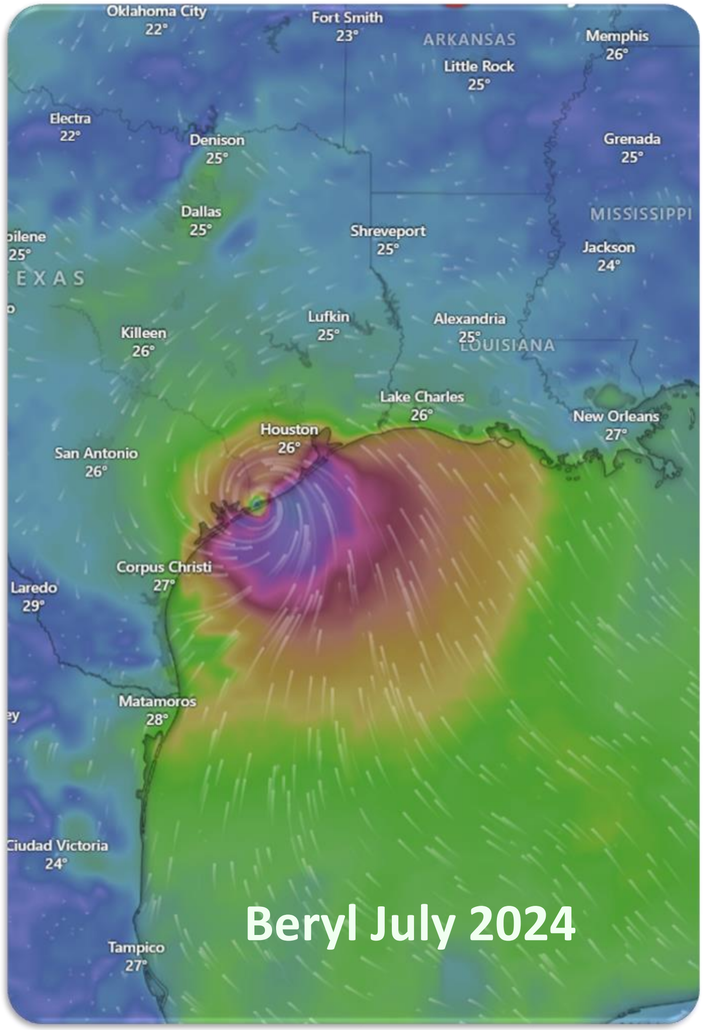


Free blind test

Case study with P&C insurer



Real-time flood warning tool



7Analytics pluvial model

+ weather data

+ sensor data

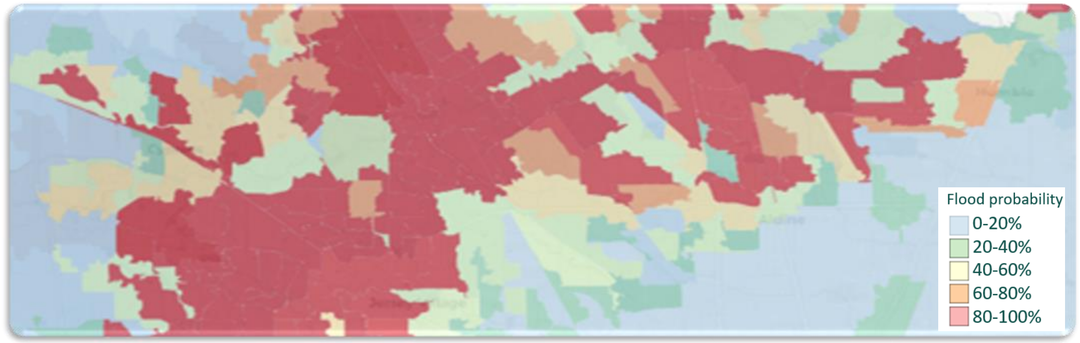
Probability

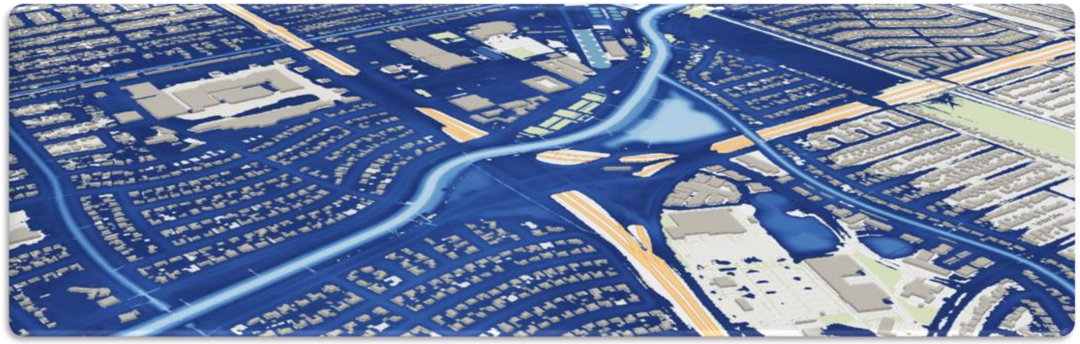
and **consequence maps**

(0 – 72 hrs)

Updated hourly

Access via API







7Analytics



Thank you!

Sinah Truffat
st@7analytics.ai

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STARTUP PRESENTATION

Excarta

Excarta

Excarta uses AI to reduce insurance losses caused by catastrophic weather.

#PNPTCSiliconValley

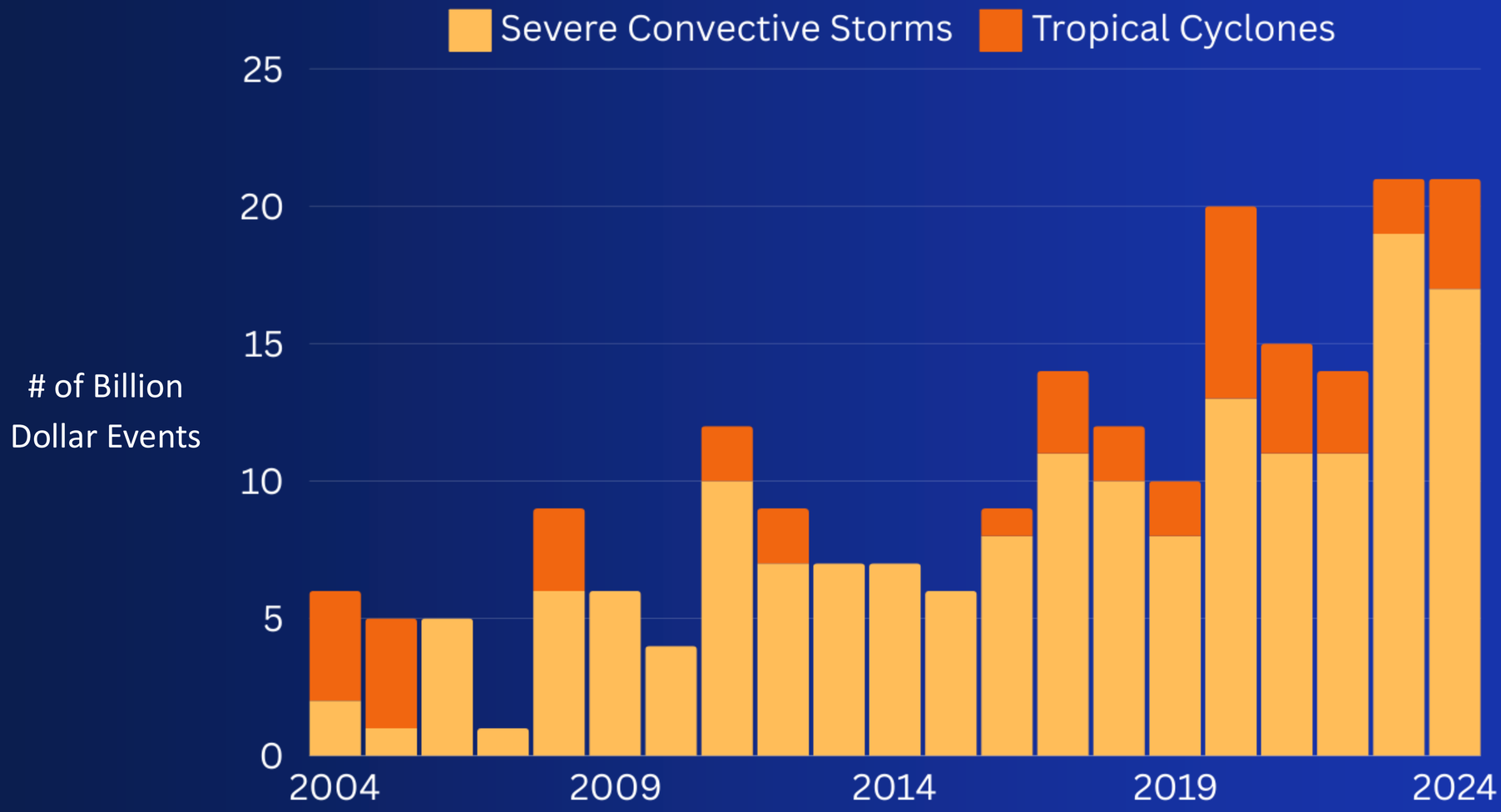
Join us at pnptc.com



Excarta

https://excarta.io
vivek@excarta.io

Natural catastrophes are becoming more frequent, and more severe.



The right weather data can keep you one step ahead.

Plan

Plan catastrophe response days before the event.

Protect

Notify policyholders in time to help them mitigate loss.

Respond

Resolve claims quickly and efficiently.

- Lower Loss Adjustment Expenses
- Lowered loss ratios
- Better customer experience

Our AI weather models help you get ahead of catastrophic weather.

Case Study:
Billion-Dollar Texas Hailstorm, May 9th, 2024





Source: KXAN

Excarta

- Dashboard
- Claims
- Reports
- Settings

ACCOUNT PAGES

- Profile

Pages / Dashboard / Hazard Details

Hazard Details

Type here... Sign In

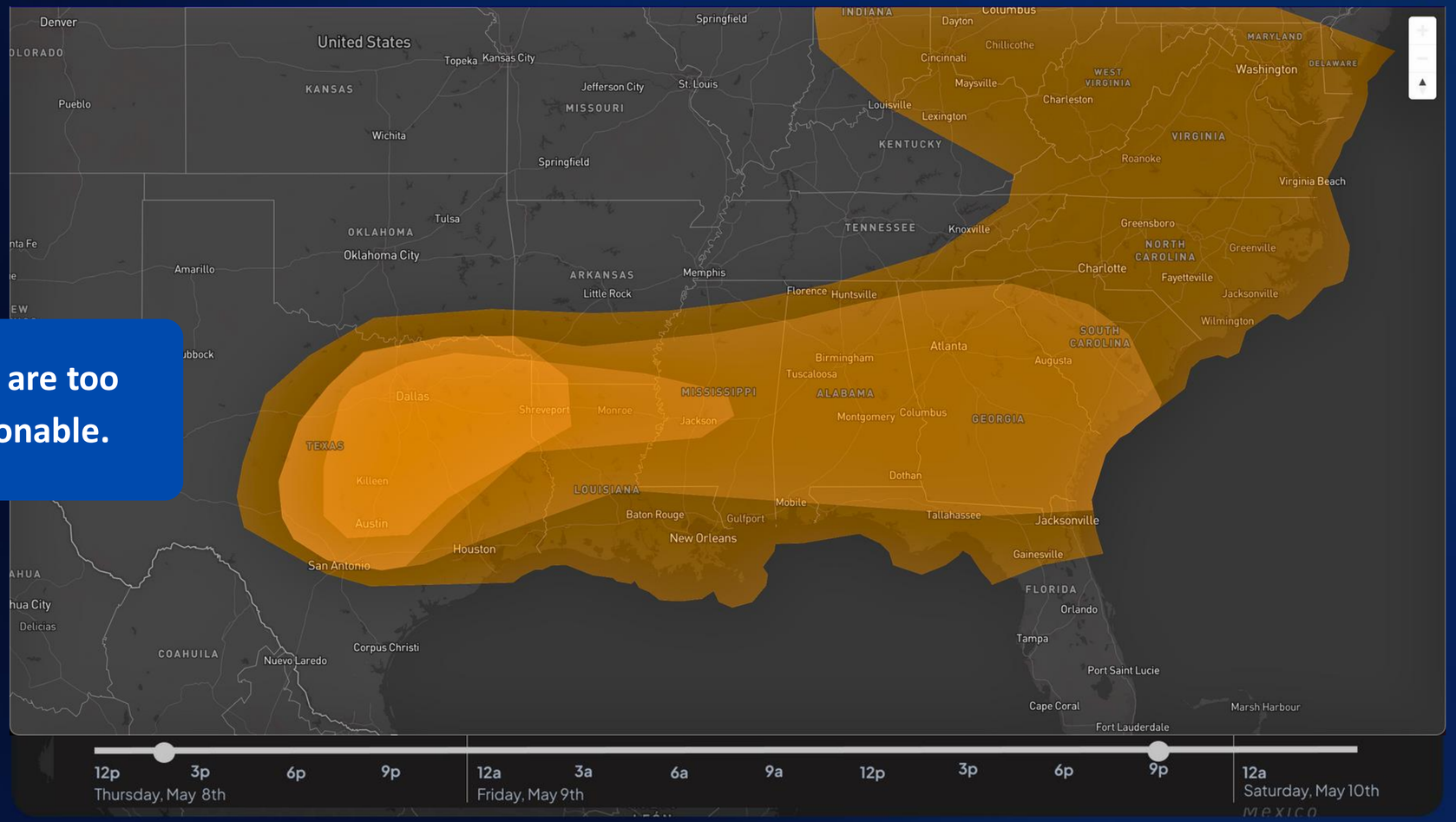
Texas Hailstorms

High Impact - Friday, May 9th @ 5:00pm - May 10th 5:00pm

BACK TO DASHBOARD

Predicted # of Policyholders Impacted
2,303

Predicted Claims Impact
$13M



Current hail forecasts are too inaccurate to be actionable.

Excarta

Pages / Dashboard / Hazard Details

Hazard Details

Type here... Sign In

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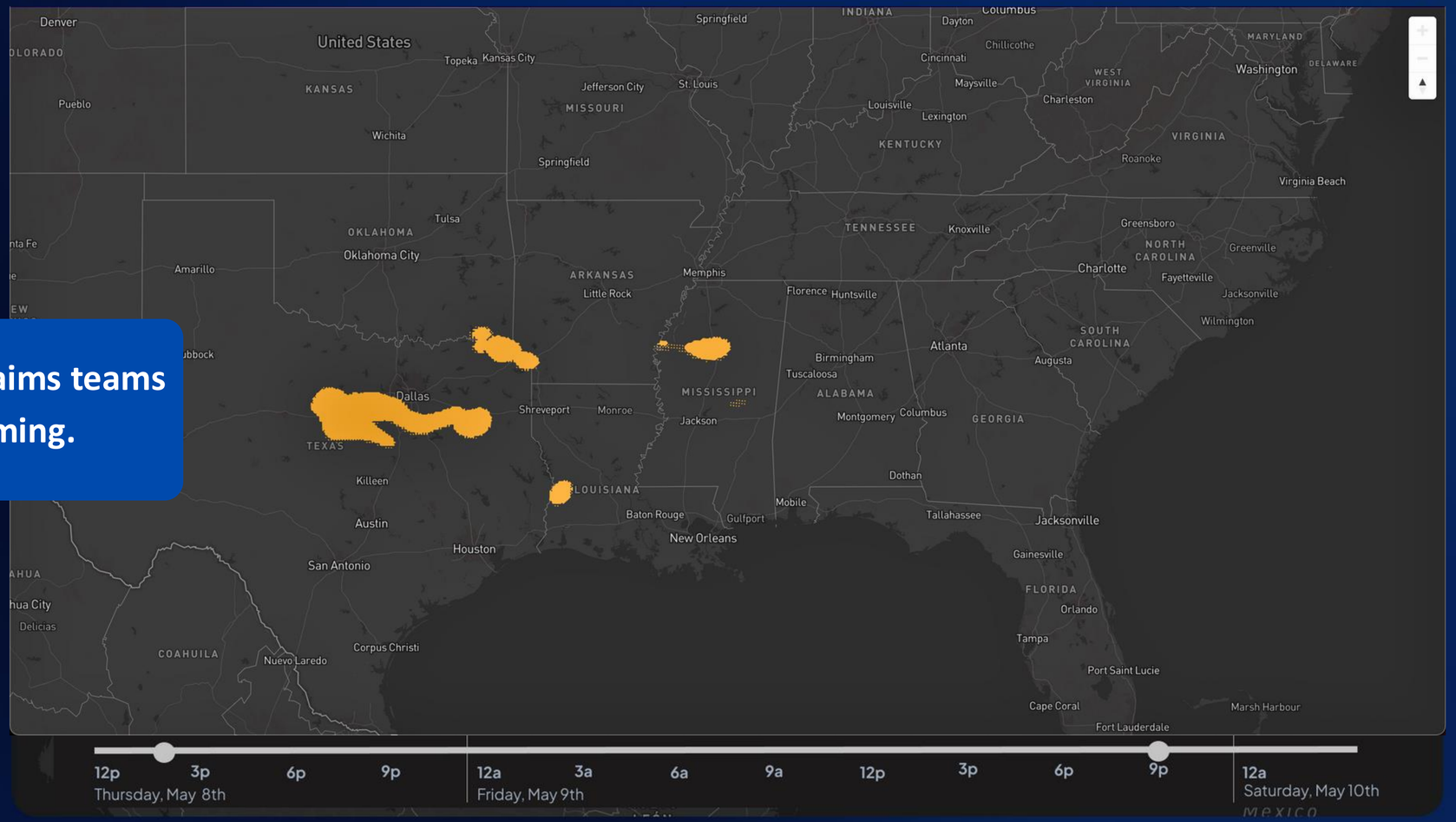

Excarta's forecasts let claims teams plan for what's coming.

Excarta

Pages / Dashboard / Hazard Details

Hazard Details

Type here... Sign In

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Texas Hailstorms

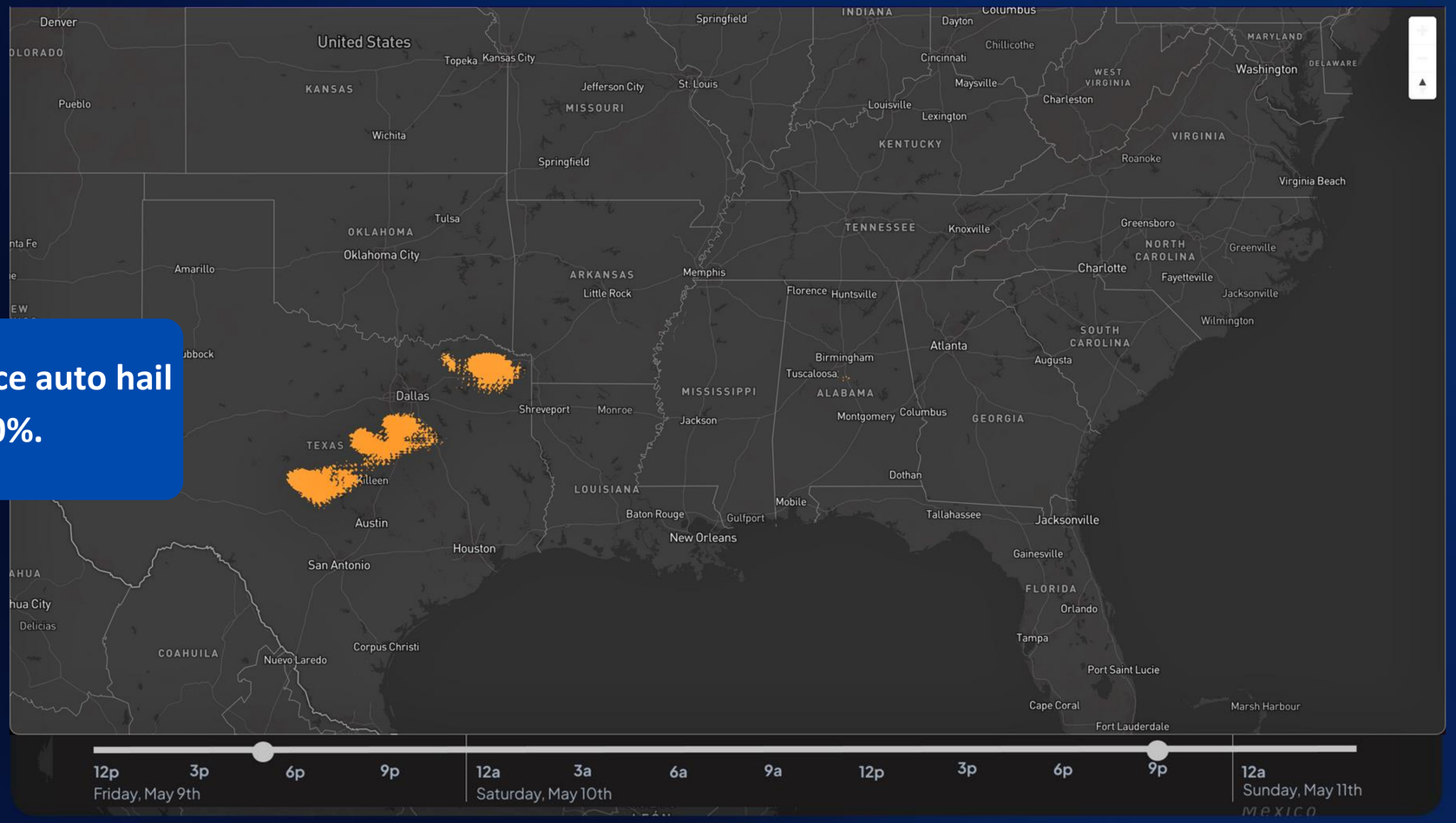
High Impact – Friday, May 9th @ 5:00pm – May 10th 5:00pm

BACK TO DASHBOARD

Predicted # of Policyholders Impacted
2,303

1,805
policyholders alerted

Predicted Claims Impact
$13M



Excarta's hail alerts reduce auto hail losses by 20%-30%.

Excarta

Pages / Dashboard / Hazard Details

Hazard Details

Type here...

Sign In

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Texas Hailstorms

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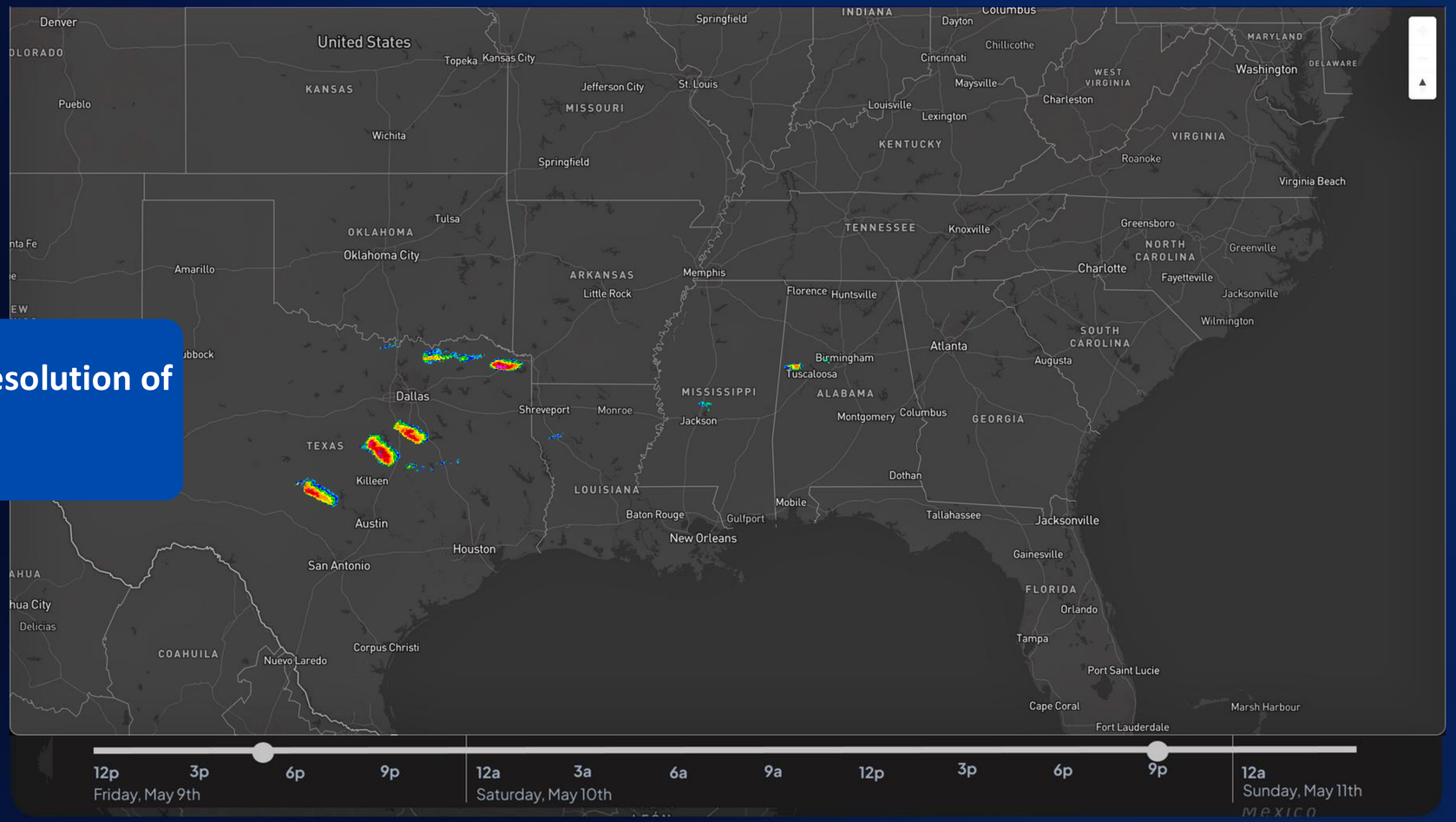
policyholders
alerted

Predicted Claims Impact
$13M



Live data helps speedy resolution of claims.

Our models have been tested in the real world.



We alerted drivers a few hours before severe storms.



30% of drivers took steps to avoid damage.

Talk to us for a demo!

vivek@excarta.io



Vivek Ramavajjala

Founder, CEO at Excarta

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STARTUP PRESENTATION

faura

Faura

Faura is a company that allows insurers and homeowners to reduce natural catastrophe risk associated with specific properties through risk assessment and mitigation solutions.

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Join us at pnptc.com



faura

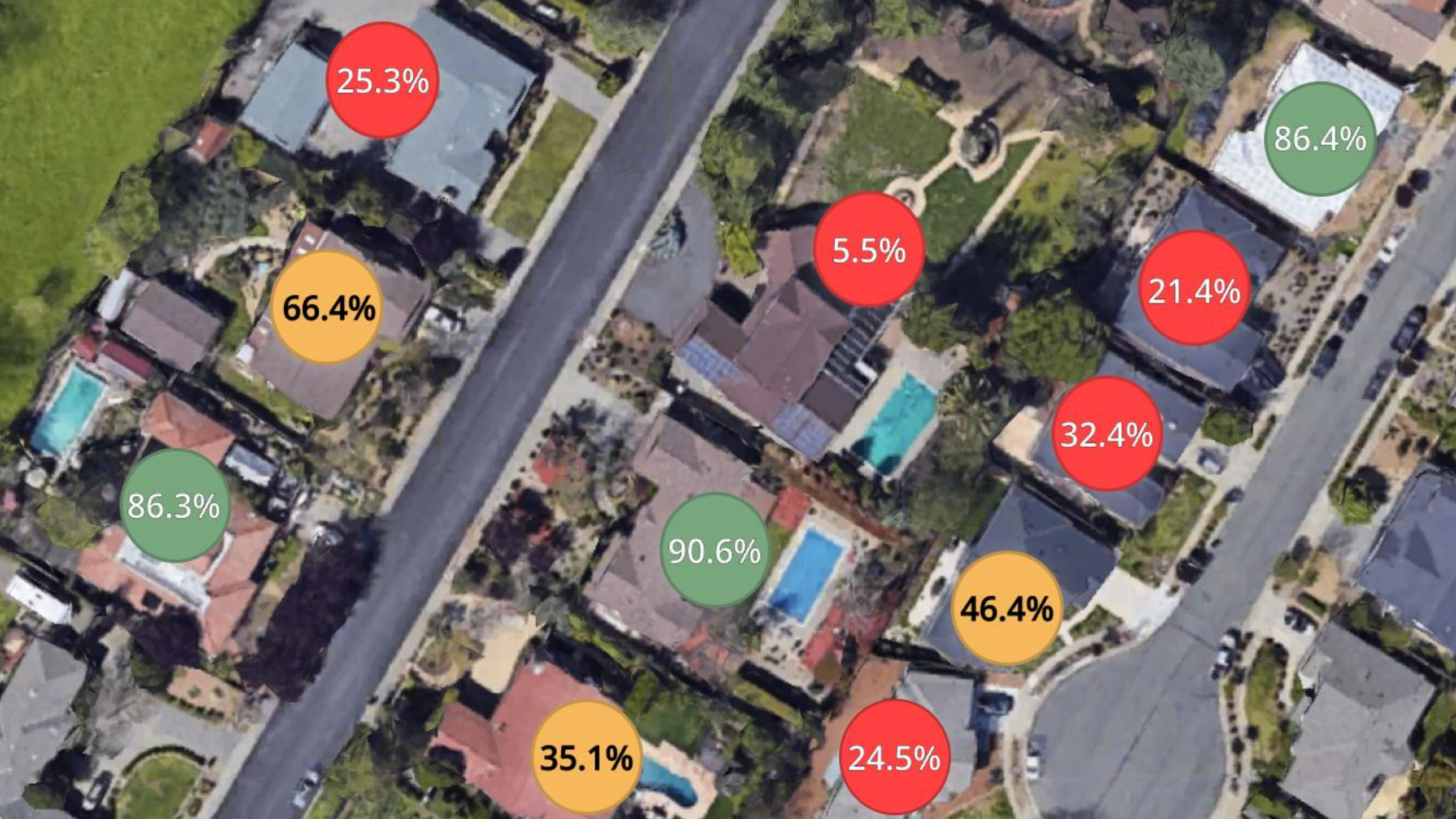
Enterprise software for high-risk insurance and real estate






Metal roof




25.3%
66.4%
86.3%
90.6%
35.1%
5.5%
24.5%
46.4%
32.4%
21.4%
86.4%

Insurance companies get better, safer clients.

Policyholders keep and lower their insurance.

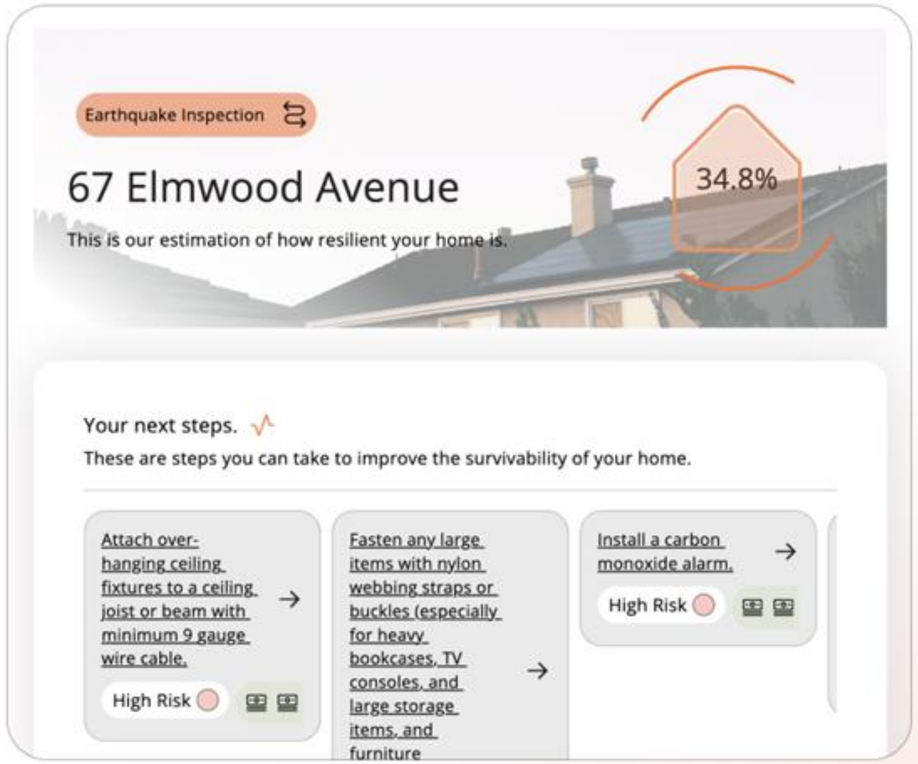
Flood

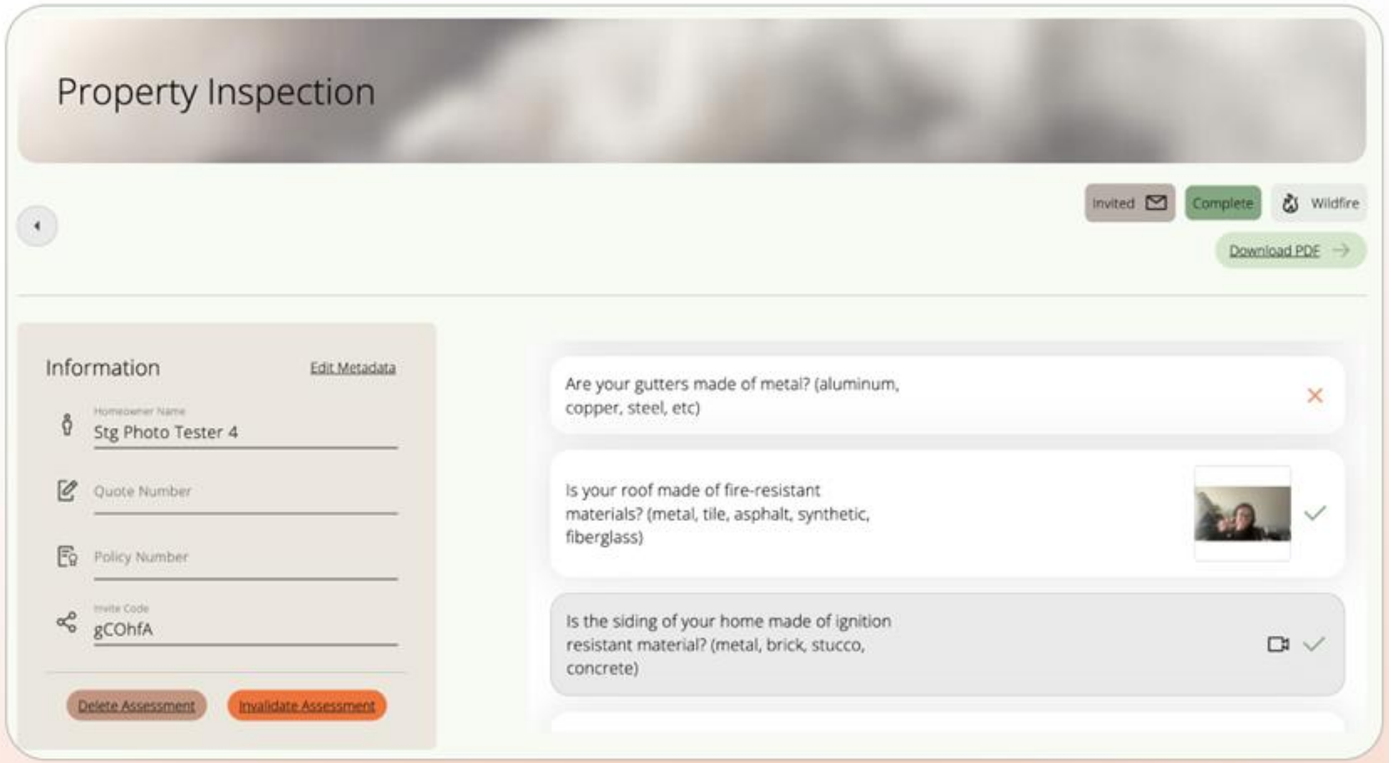
Quake

Hail

Wildfire

Tornado & Hurricane





Survivability = Profitability

Flood Assessment



1 / 6

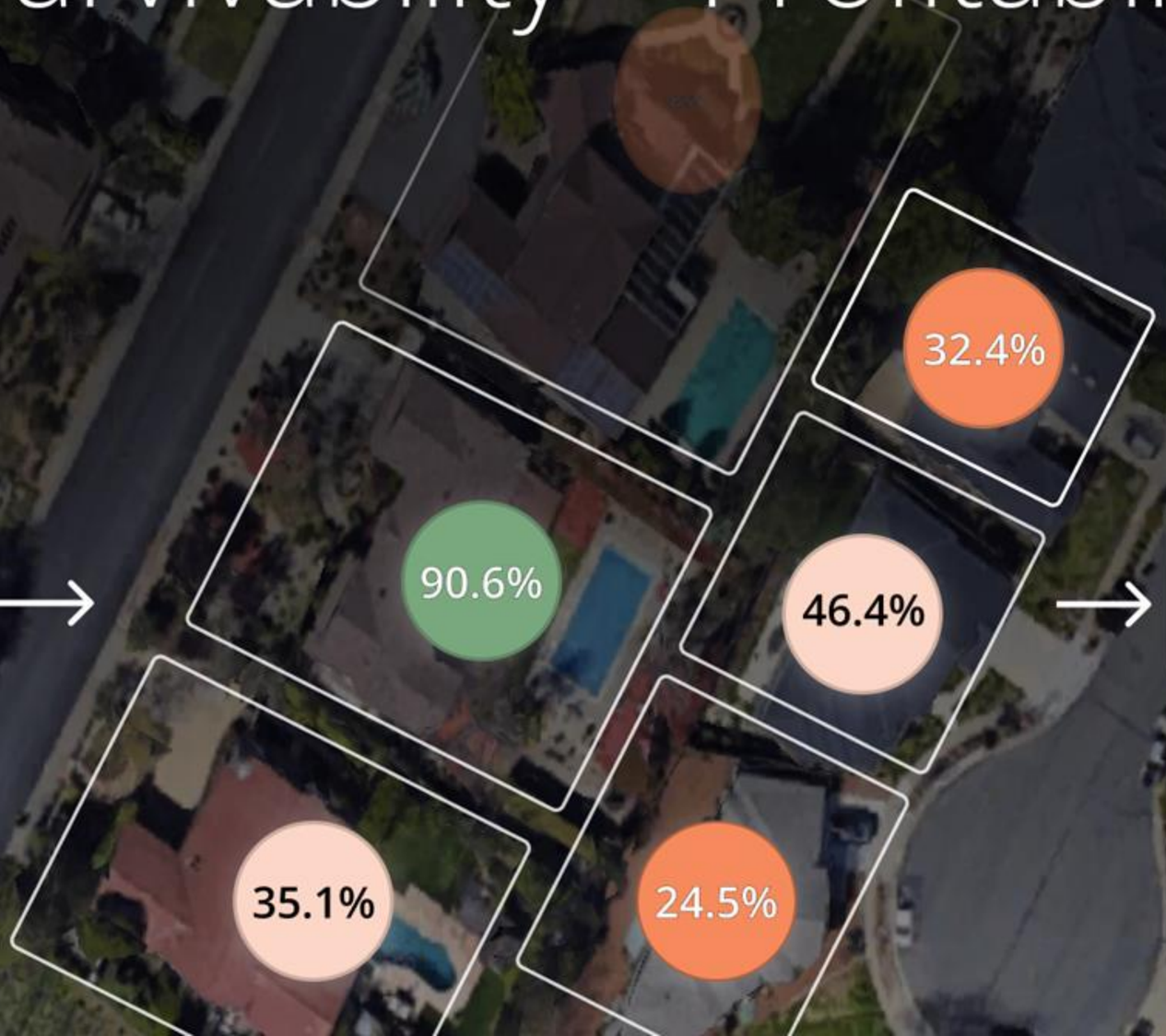
Are all major HVAC systems and water heaters elevated at least a foot from the floor?

Yes | N/A | No

2 / 6

Are all furnaces, batteries, and generators elevated at least a foot from the floor?

Yes | N/A | No



Limb up tree branches to remain at least 6 feet off the ground.

Low Risk

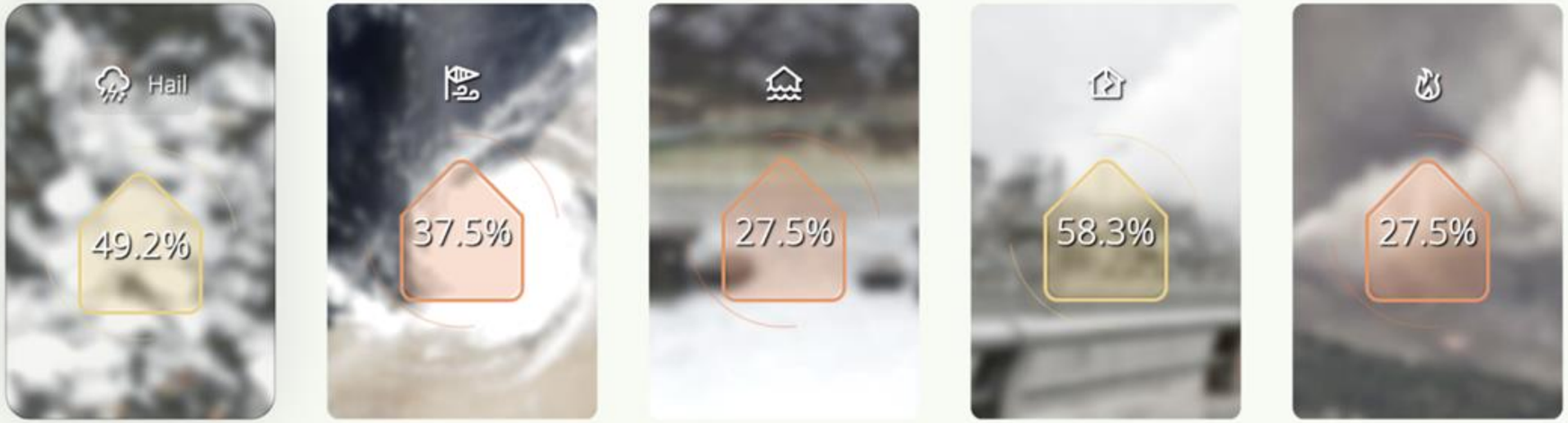
Replace existing windows with sealed and double paned windows.

High Risk

Clear flammable vegetation near wooden features and/or structures of the home, with an emphasis on the roof, decks, and stairs.

Low Risk





Homeowner Inspection

Send an inspection to a policyholder, and get back the most accurate state of the property with photos and videos.

Quick Assessment

Provide an address, and get a score back for all 5 NATCATs instantly.

Manual Assessment

Input manual building characteristics to directly access our model

Napa Valley Case Study

From 3 weeks to as little as 72 hours with Faura...

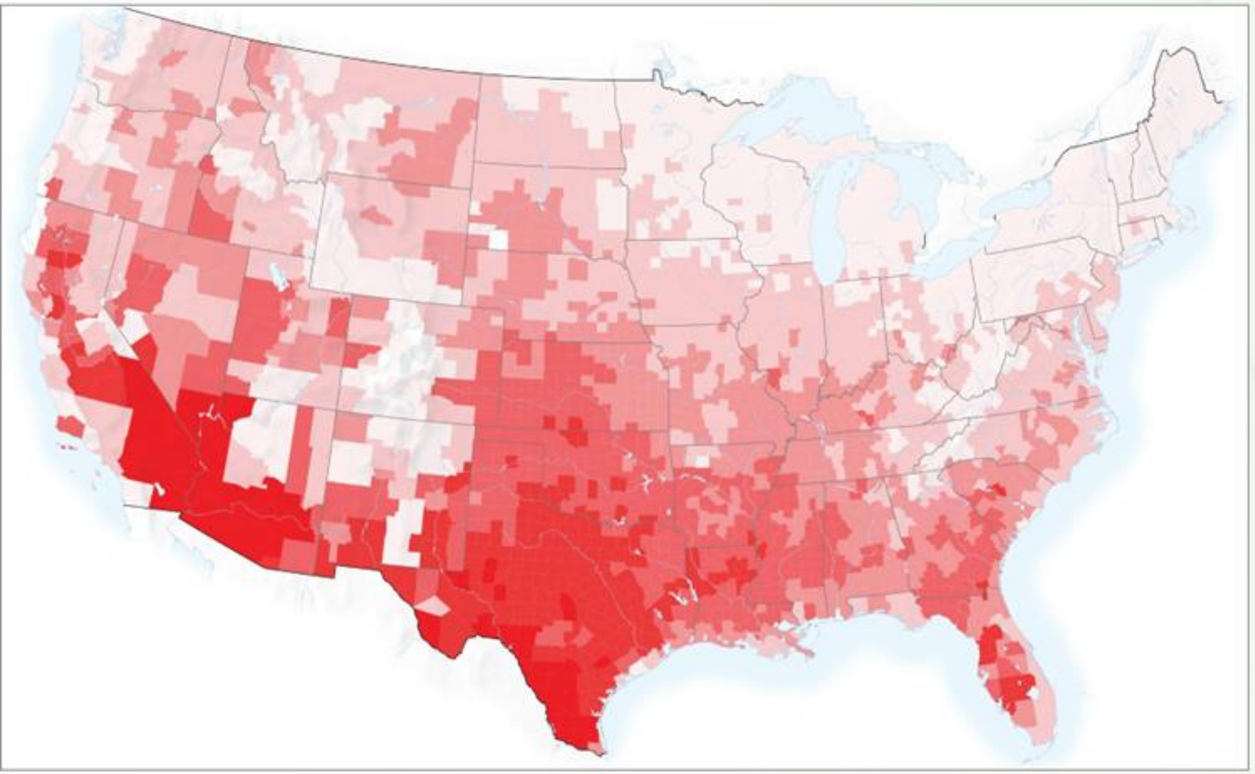


Reduce the time it takes to complete an inspection

Increase the efficiency of the underwriting team

Over $600k in new premium

Our Impact



Areas most commonly affected by our five major perils

Thousands of assessments in every state

↓

100k+ in policyholder benefit

↓

Millions in new business for insurers

Our People

Faura Team



Valkyrie Holmes

CEO

SPACEX

NASA



Amanda Southworth

CTO

TARGET



Anand Parashar

Full Stack Engineer

BrainFx

Orium

Faura Advisors



CARPE DATA



Flyreel



HazardHub



NFPA

It doesn't stop there.

Real Estate

- Property inspections
- Compliance with disclosure requirement laws
- Insurability scores for agents
- Maintenance and sustainability tracking

Banks/Lenders

- Risk scores for loans
- Property-specific forecasts to improve mitigation activity
- Pricing modules for risky deals



Smart-City Planning

- Risk trackers for entire communities
- Allocate budgets for mitigation grants and programs
- Planning with multi-party software

Commercial Insurers

- Property inspections
- Reporting and compliance
- Disaster risk assessments for larger, more valuable assets

faura

We prepare the homes of today,
for the disasters of tomorrow.

Go to **assessment.faura.us** to see if your home is ready for disasters.

Reach out to **valkyrie@faura.us** to chat.

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STARTUP PRESENTATION

Fair

Fair is a fully automated vehicle breakdown product that allows businesses to earn additional income from their existing operations

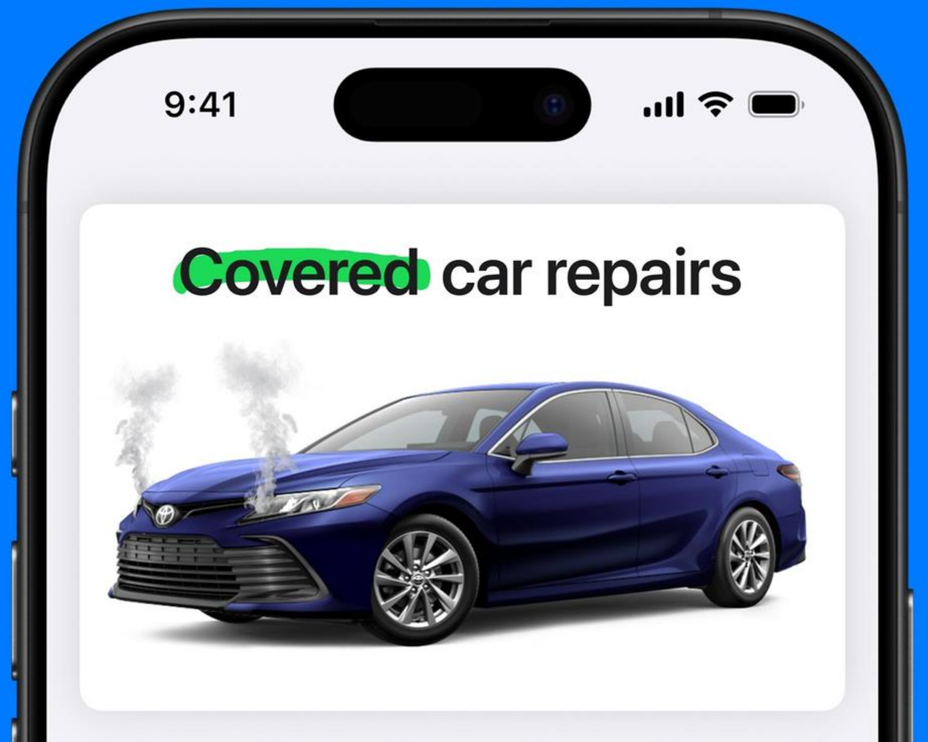
#PNPTCSiliconValley

Join us at pnptc.com

Breakdown Protection

Fair Warranty

Don’t let breakdowns break the bank



Drivers need protection but don’t trust

Drivers Need

37%

Purchase extended VSCs

Predatory

300%+

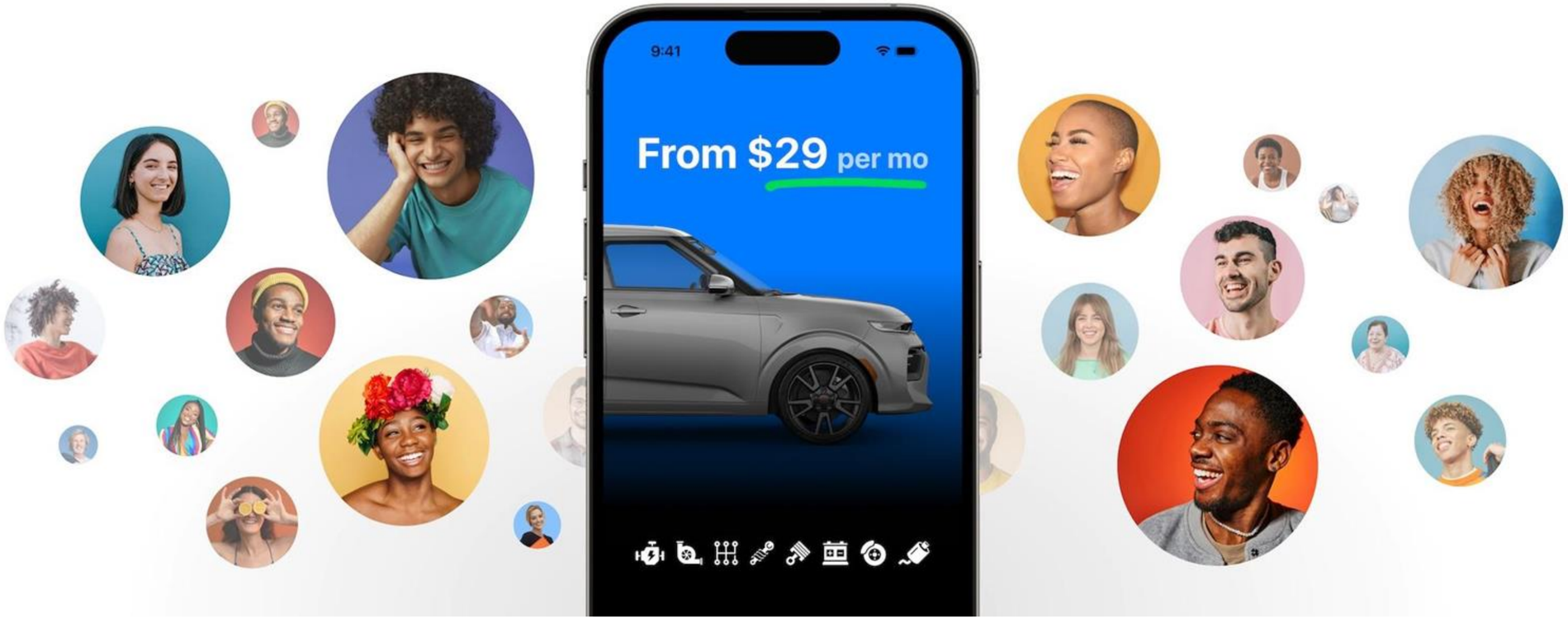
Markup

Unsustainable

6

Middlemen

Drivers trust and Brands love



Remove middlemen

Invest in tech and experience

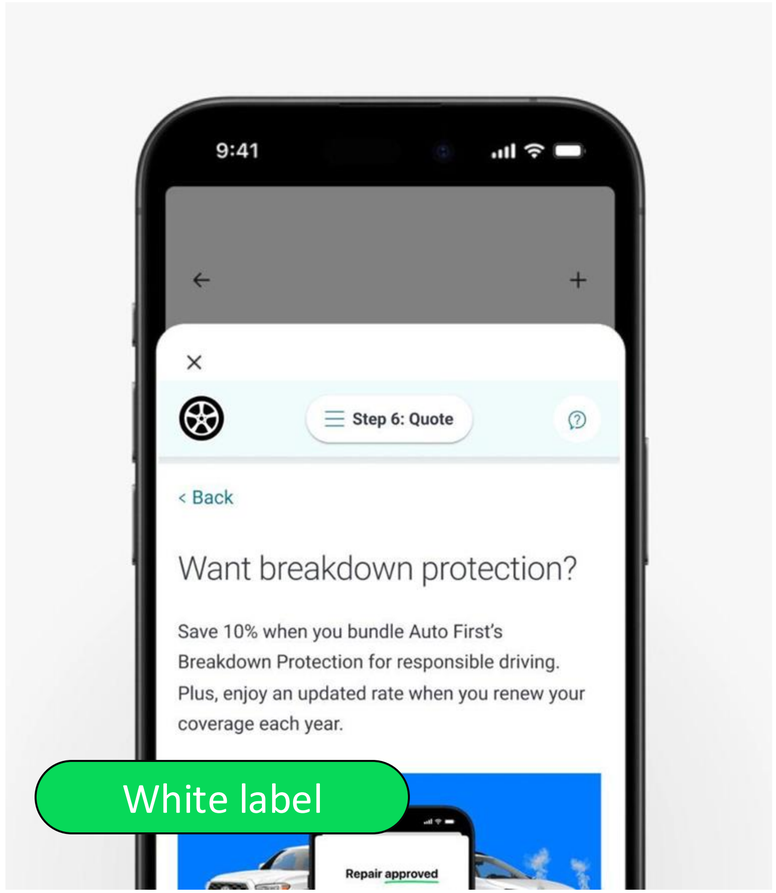
API based

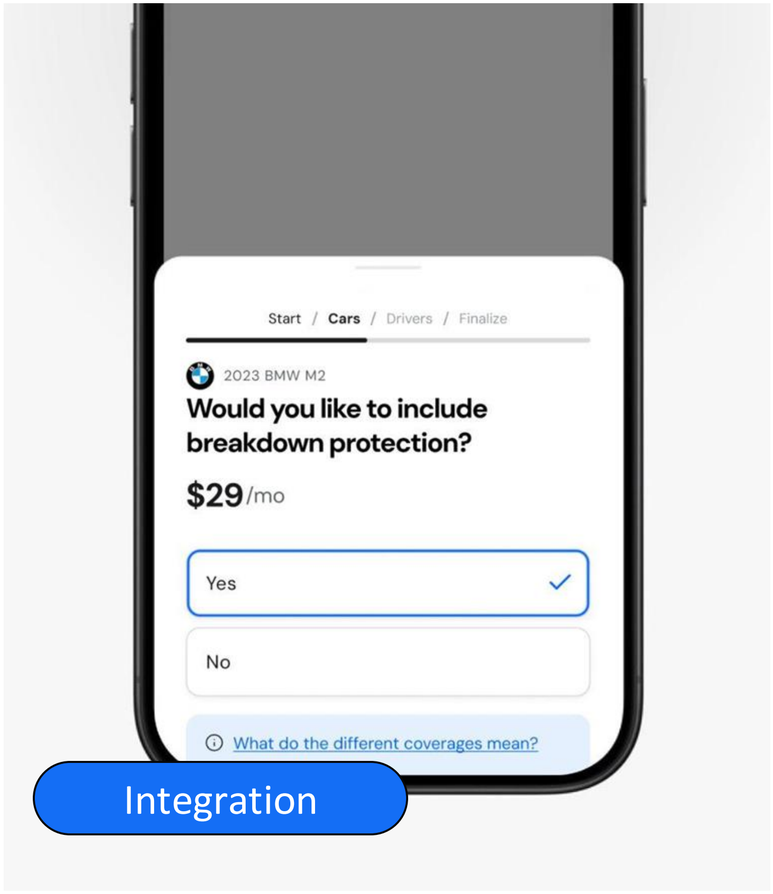
Seamless smart distribution

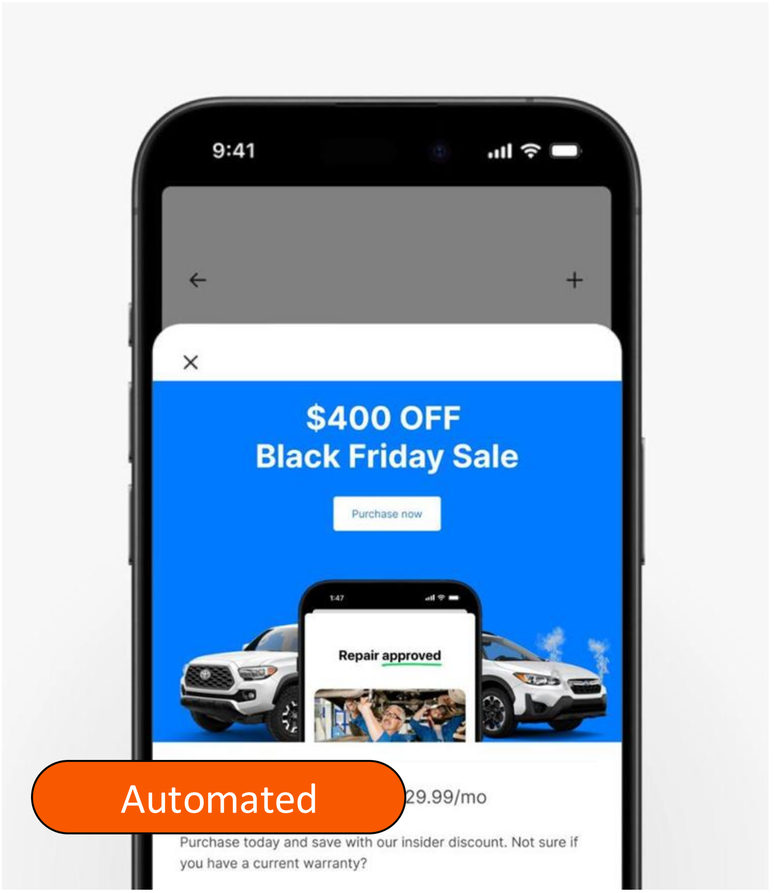
Sustainable practice

No pressure and improved loss ratio

End-to-end innovation







What people are saying

Simple and effortless



★★★★★

“A fantastic new resource that agents can quickly start offering to their clients, adding real value and peace of mind at a very reasonable price”

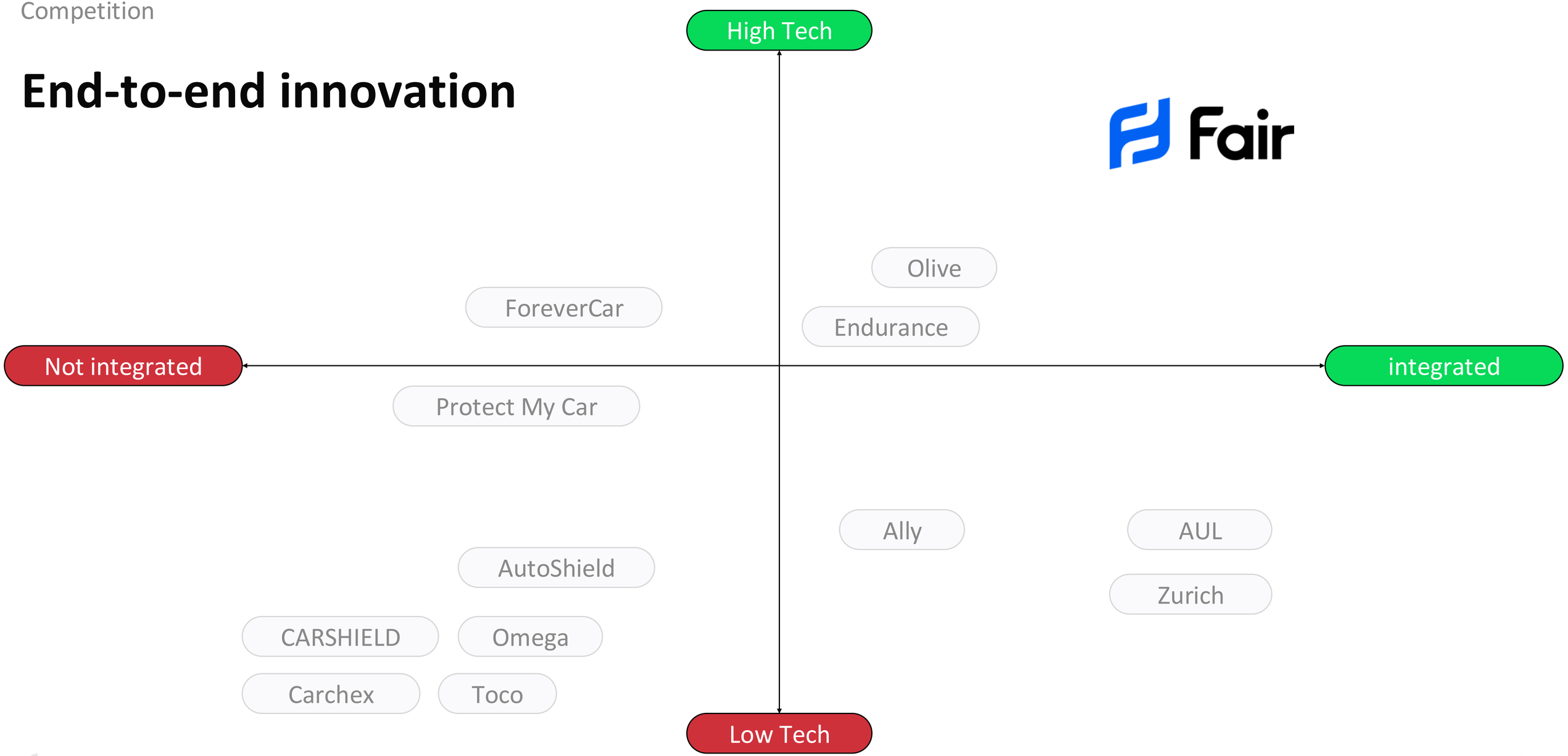


Alex Branning

Agent CRM, CEO

Fair

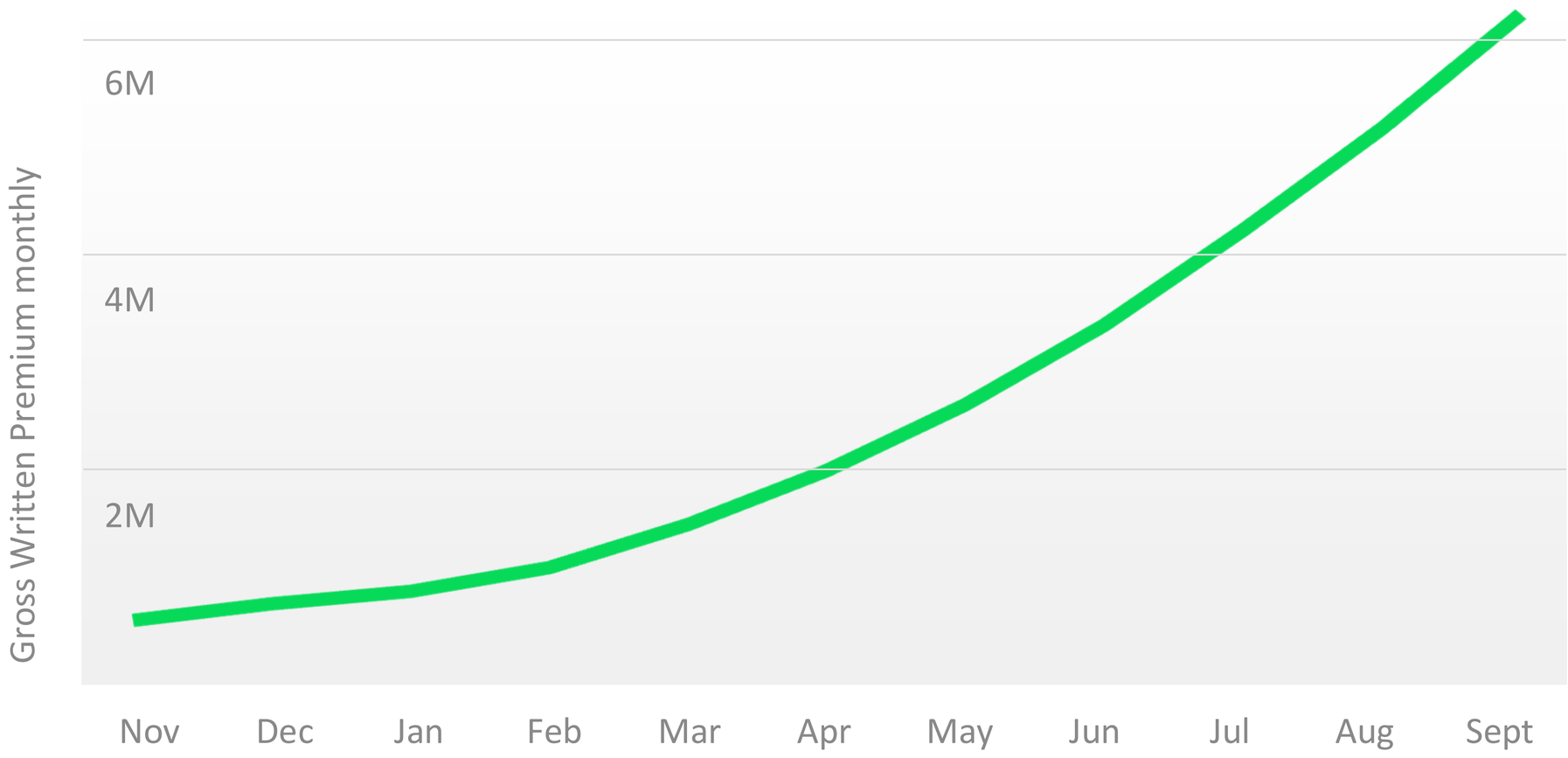
End-to-end innovation



6 months, 72M GWP secured in contract value

72M

Annual Premium



Experienced leadership driving growth



William Betteridge
Founder, CEO

Head of Operations, Cruise



Stephen Bates
Founder, CRO

VP Inforce, SCOR



Saritha Ivaturi
Founder, CTO

VP Tech, Guitar Center



Thank you

Fair

will@fairwarranty.com





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STARTUP PRESENTATION

aceAI

Ace AI

A holistic data-centric platform that helps our enterprise partners accelerate their proprietary AI/ML development and build their own frontier AI models to solve real-world business problems.

#PNPTCSiliconValley

Join us at pnptc.com

aceAI

Predict and Prevent



DATA MATTERS

Frontier Data

Insurers need high-quality, actionable data to stay competitive and meet current challenges, but many aren't fully leveraging their data.

High Costs

More Claims

More Fraud

Climate Risk

IoT Data

Aging Workers



INSURANCE + TECH

Leadership



Sam Hajj

Insurtech Data Product Manager at Applied Systems (Ivans).



Brian Kang, Ph.D

Head of R&D at Koh Young Research. AI and ML pioneer. Published researcher.

INSURANCE + TECH

Advisors



Devang Sachdev

SnorkelAI

NVIDIA

twilio



Nick Hartley

DISTRICT COVER

U.S. AIR FORCE



Ryan Lapp

APPLIED

TechCanary

IRYS

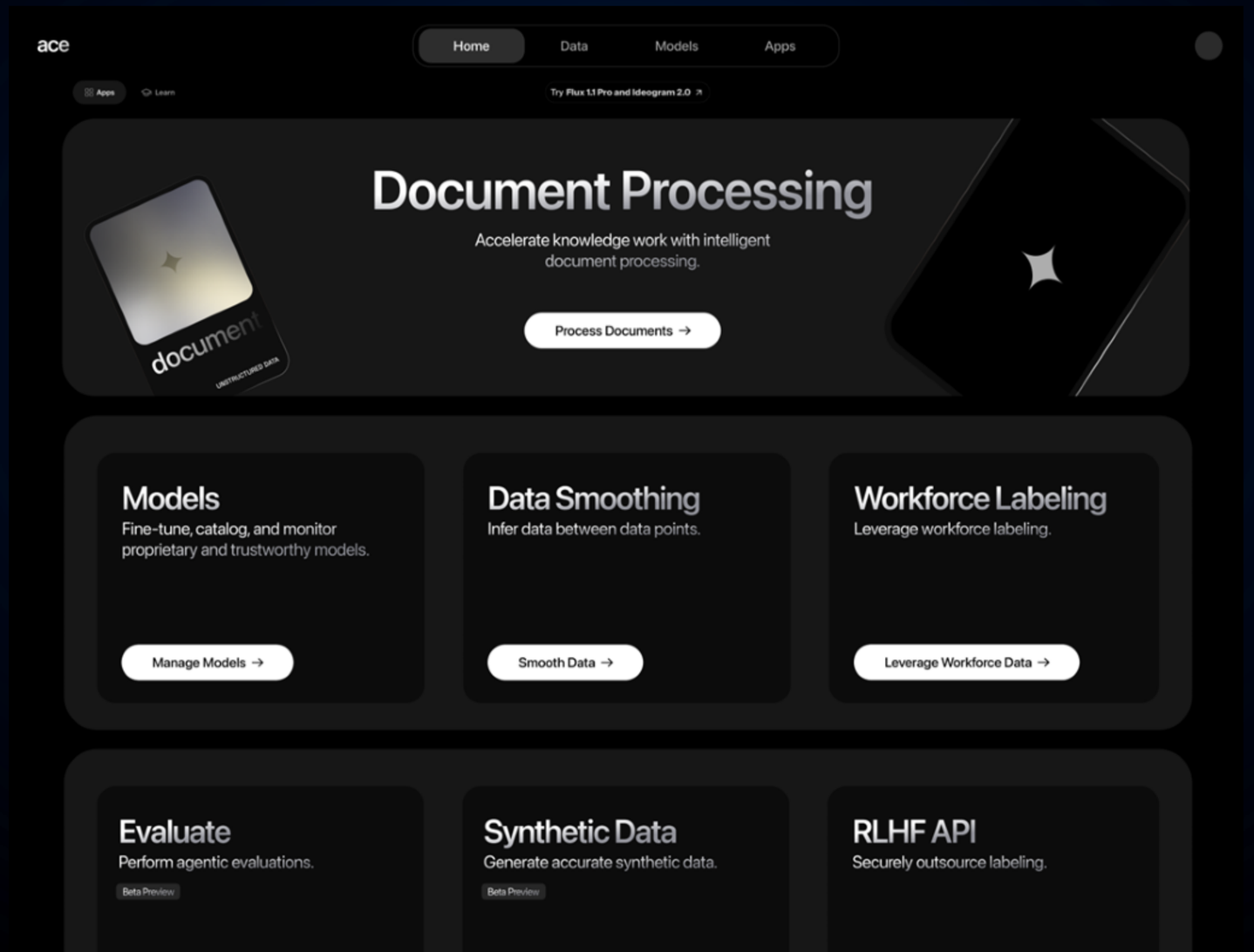


Jeremy Hintz

Uber Health

FEATURES

Product Overview



DOCUMENT PROCESSING

Uber Health

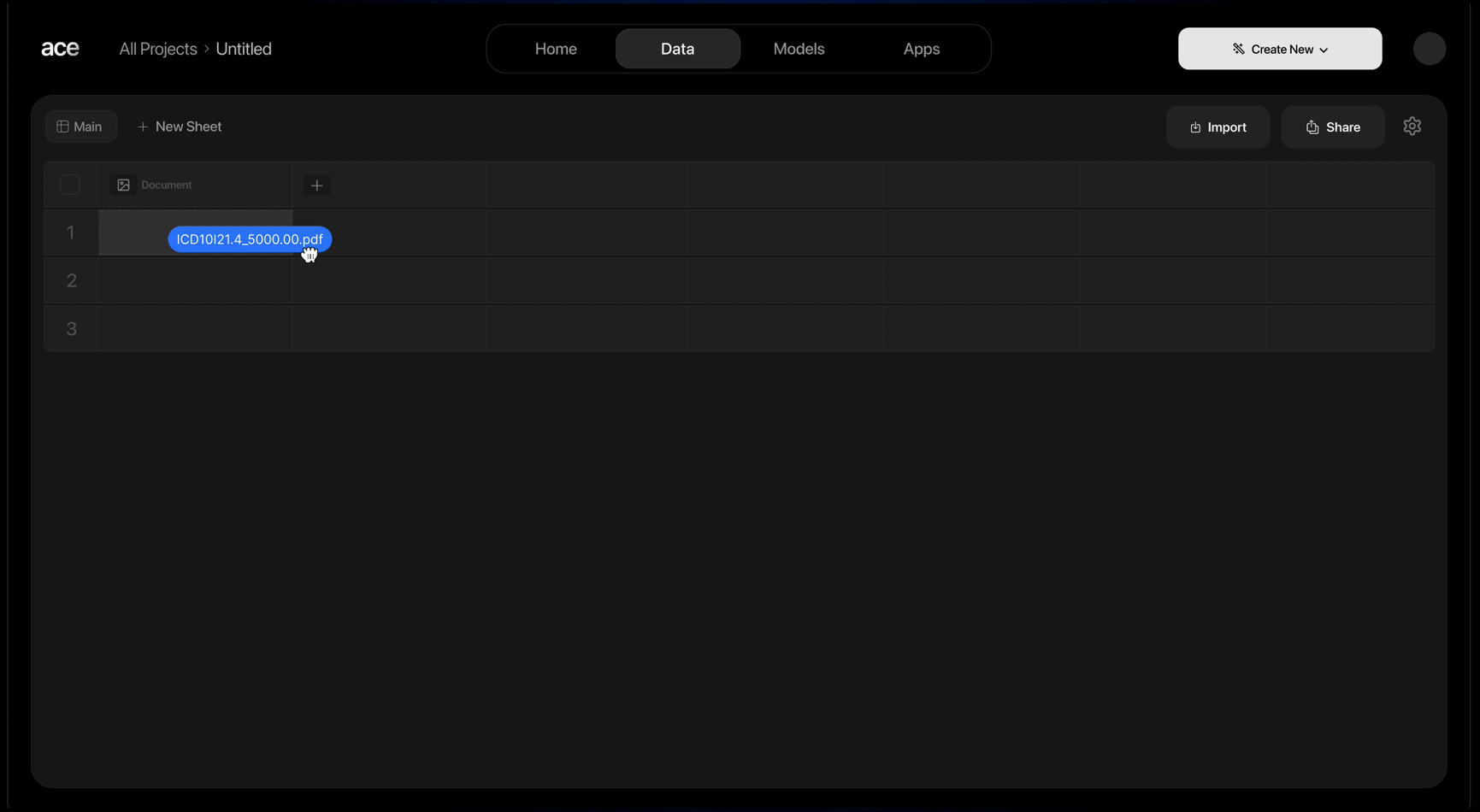


Jeremy Hintz
Head of Engineering
Uber Health

“We needed to take medical claims and have humans predict or label whether they would accept or reject it. Our lawyers asked that all data and compute needed to operate on Uber's network stay within it, with no data leaving for external networks. **That's the need for something like Ace**”

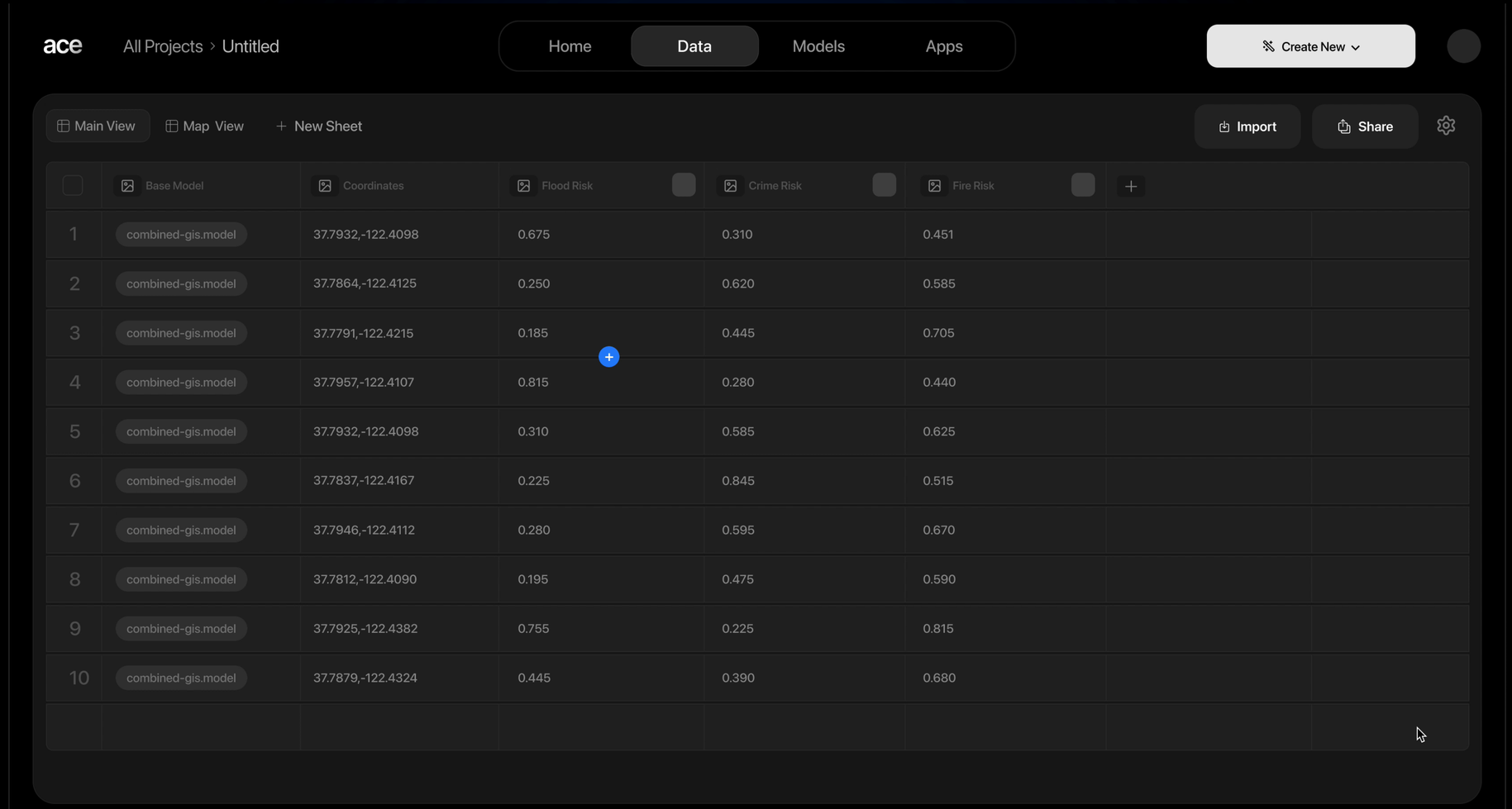
DOCUMENT PROCESSING

Uber Health



SYNTHETIC DATA ENRICHMENT

AI Insurtech



THE ASK

Become a Partner

Pilots & POCs

Enterprise Solutions

Innovation Projects

PLUGANDPLAY

Sv summit

STARTUP PRESENTATION

Glean

Glean is the work assistant with intuition.

#PNPTCSiliconValley

Join us at pnptc.com

glean

Work AI for all.

November 2024

PLUG AND PLAY

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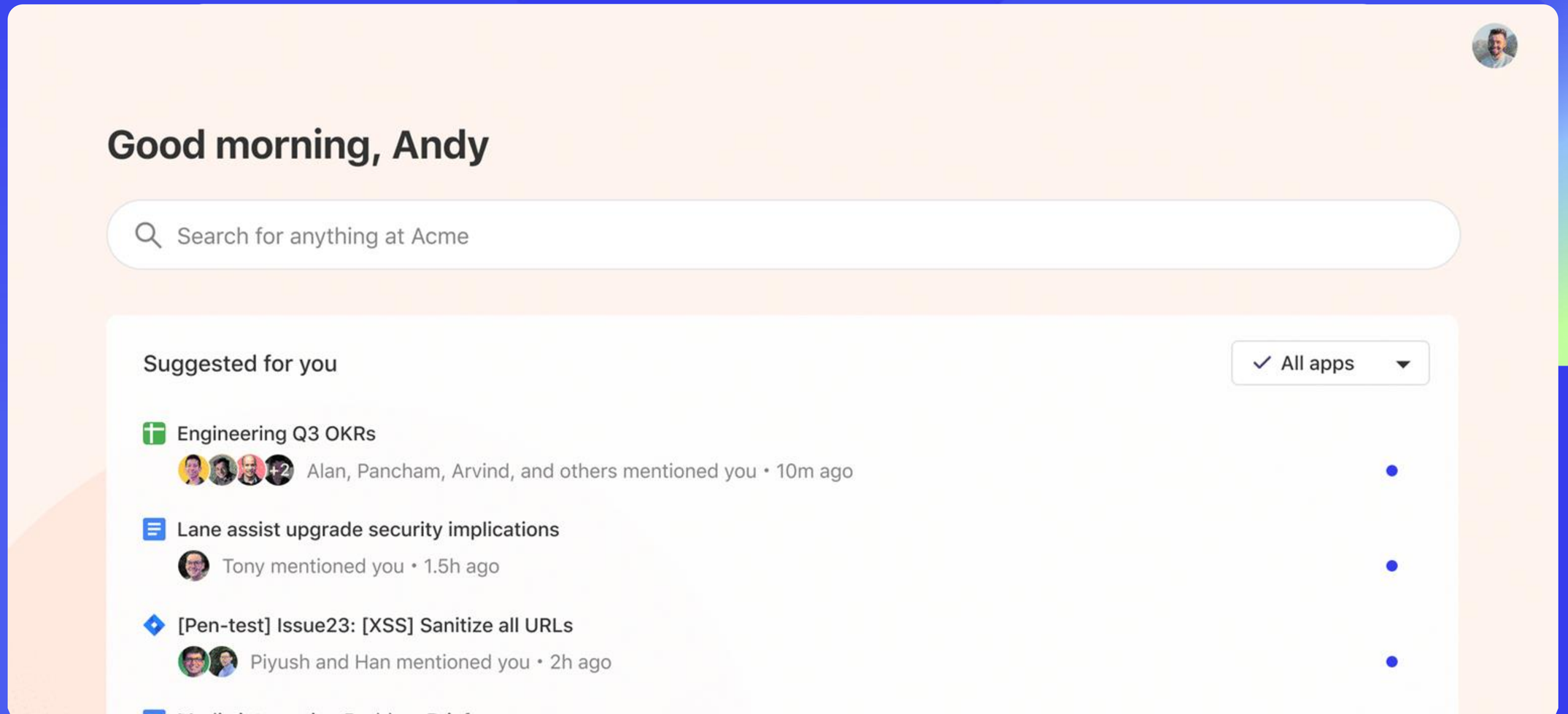
Glean is Work AI for all.

Connect and understand all your enterprise data, to generate trusted answers and automate work grounded in company knowledge.



Glean is uniquely positioned to be the single repository and search engine for all company data

Find & understand information

Search
information, docs, and people

Explore
insights, research, and discoveries

Onboard
to new jobs and projects

Create & summarize content

Create
content, updates and deliverables

Summarize
docs, threads and meetings

Analyze
for insights and answers

Automate work

Communicate
with automatic responses

Automate
repetitive personal tasks and workflows

Orchestrate
departmental processes

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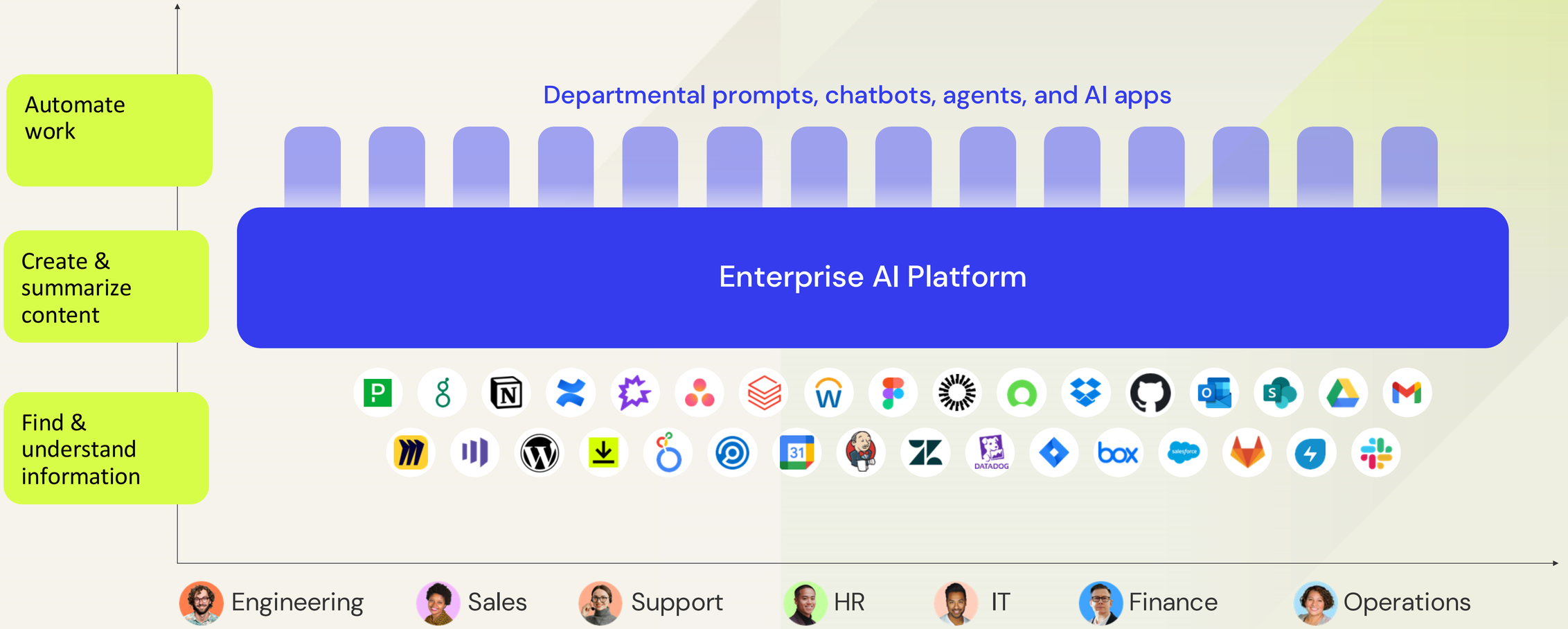
What if AI at work was approached as a horizontal platform?



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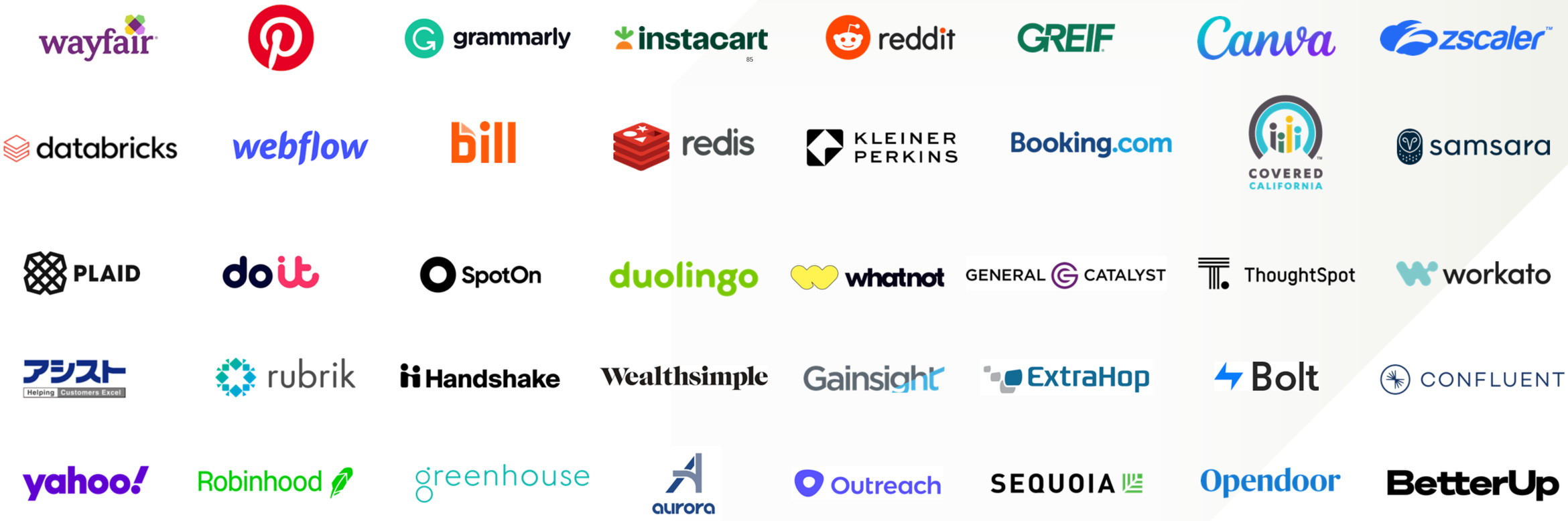
Glean powers the world's leading organizations.

"Top 10" largest...

- Semiconductors
- Telecoms (3)
- Retail bank (2)
- Electronics manufacturer
- Social network
- Consumer retailer
- Vacation rental platform
- Rideshare transport
- eCommerce



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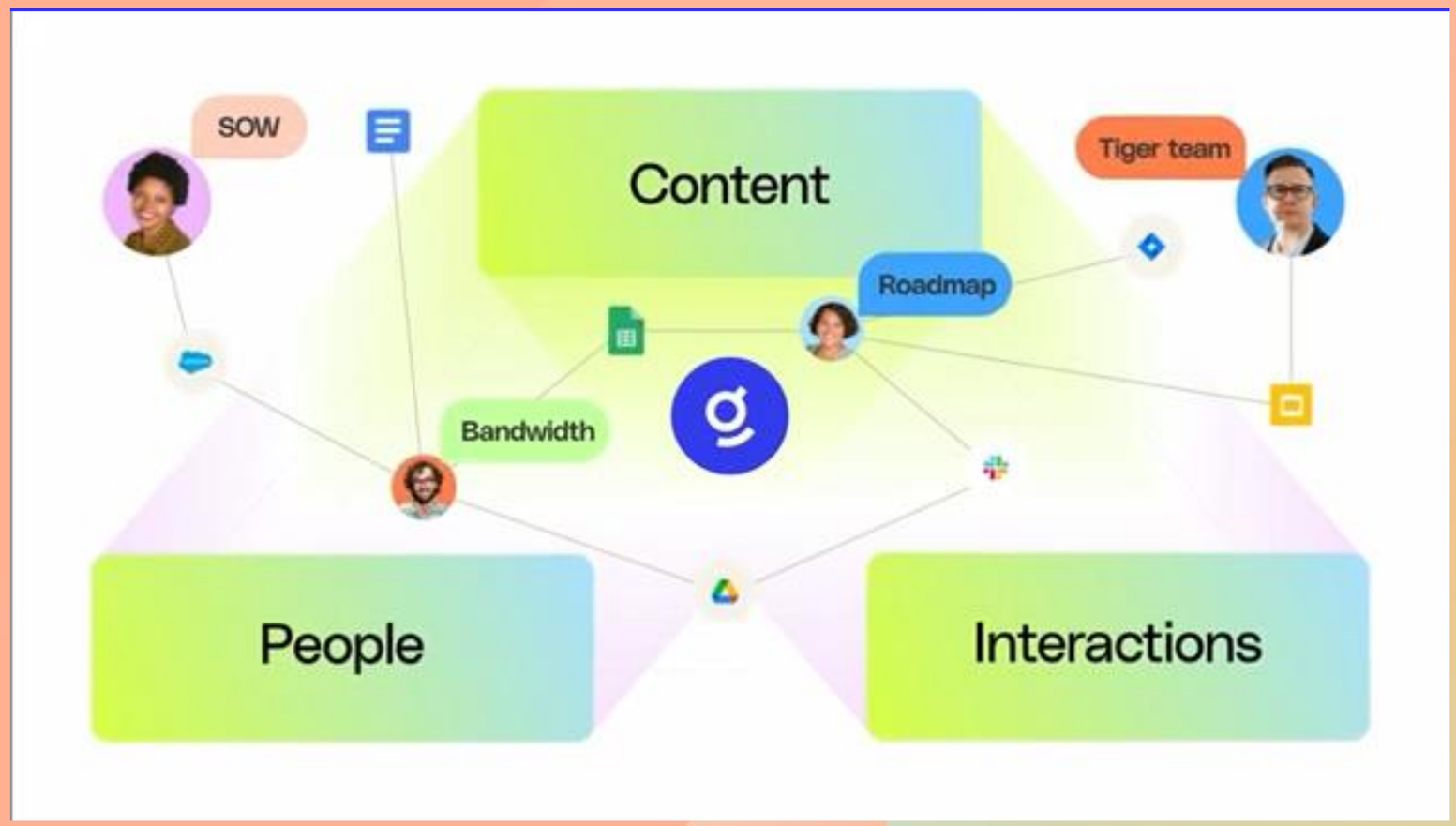
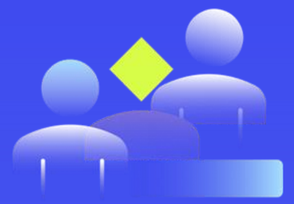
glean


SOW
Content
Tiger team
Roadmap
Bandwidth
People
Interactions

glean is

Work AI for all.



For everyone
at work.



Across all your
data & apps.



Find, create &
automate anything.

glean

Thank you!

PLUG AND PLAY

Sv summit

STARTUP PRESENTATION

Replicant

Replicant resolves more calls without hiring more agents.

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PLUG AND PLAY

Sv summit

Startup Presentations

#PNPTCSiliconValley

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PLUG AND PLAY

Sv summit

STARTUP PRESENTATION

EMERGE

Emerge

Emerge helps financial institutions and insurance carriers grow revenue through partnerships.

#PNPTCSiliconValley

Join us at pnptc.com

EMERGE

Grow revenue with partnerships.

www.withemerge.com

Founding team



Newton Asare

Chief Executive Officer

- Co-Founder & Former CEO of ClientDesk
- Fintech Partnerships & Innovation Lead at Scotiabank
- Former Managing Director of DM Ventures



Kiran Das

Chief Technology Officer

- Head of Engineering at ClientDesk
- Tech Lead at TELUS Digital
- Tech Lead at Public Mobile



Vijay Sambamurthy

Chief Innovation Officer

- Co-Founder & Former CTO of Vuzec
- Innovation Engineer at Scotiabank
- Software Engineer at AMD

Compliance team



Amber DeVolk

Chief Compliance Officer

- Former CCO of Cross River Bank
- Former CCO & BSA Officer at Behalf



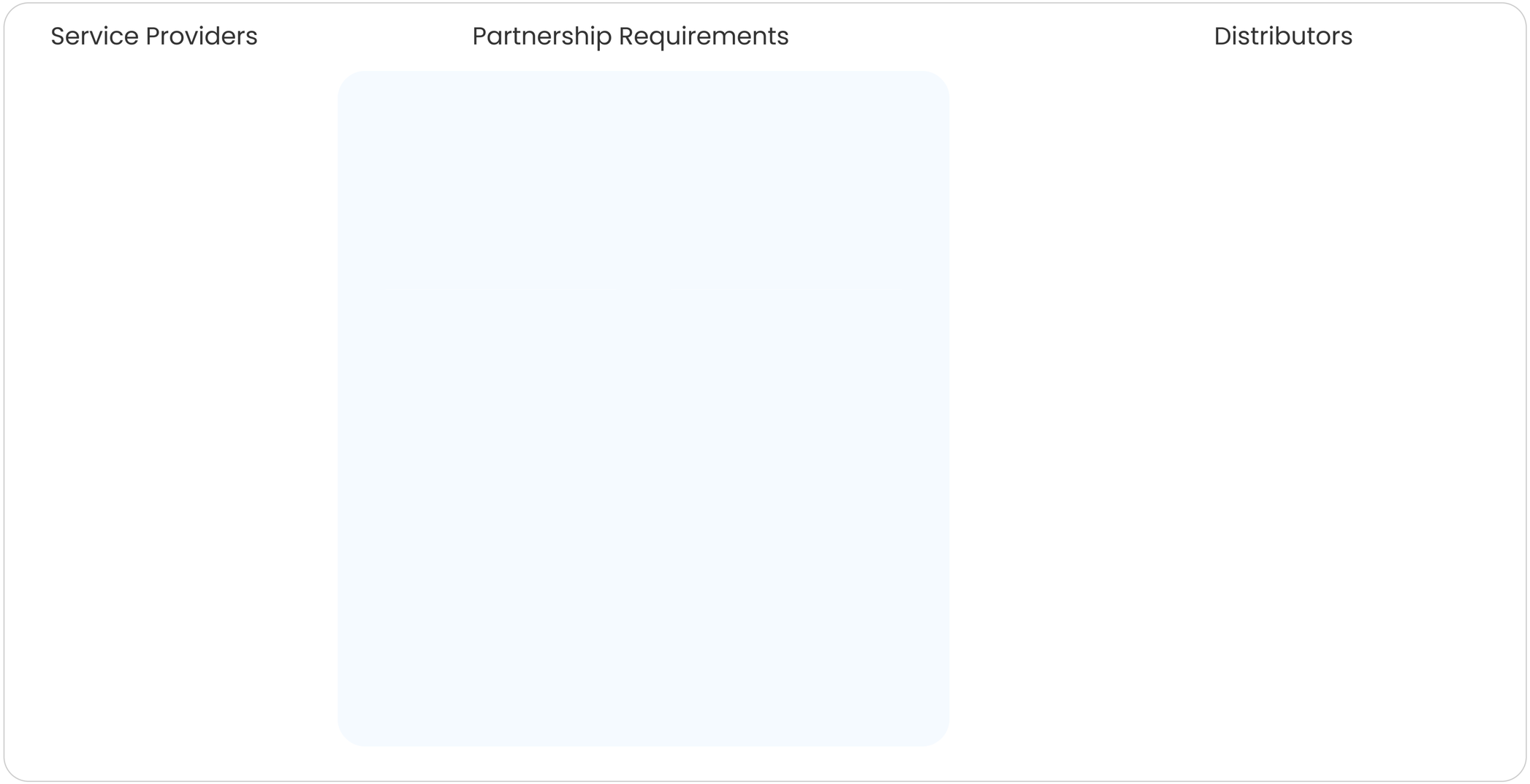
Luisa Franco

VP Risk Management

- Founder & CEO of LFP Risk Solutions
- Former VP Compliance & CRA Officer at First Bank
- Former FVP, BSA/AML/OFAC Officer at Unity Bank

Partnership-driven digital ecosystems are transforming insurance & financial services distribution and customer acquisition.

Financial institutions and insurance carriers struggle to scale partnerships with new distribution channels, limiting customer acquisition and growth.



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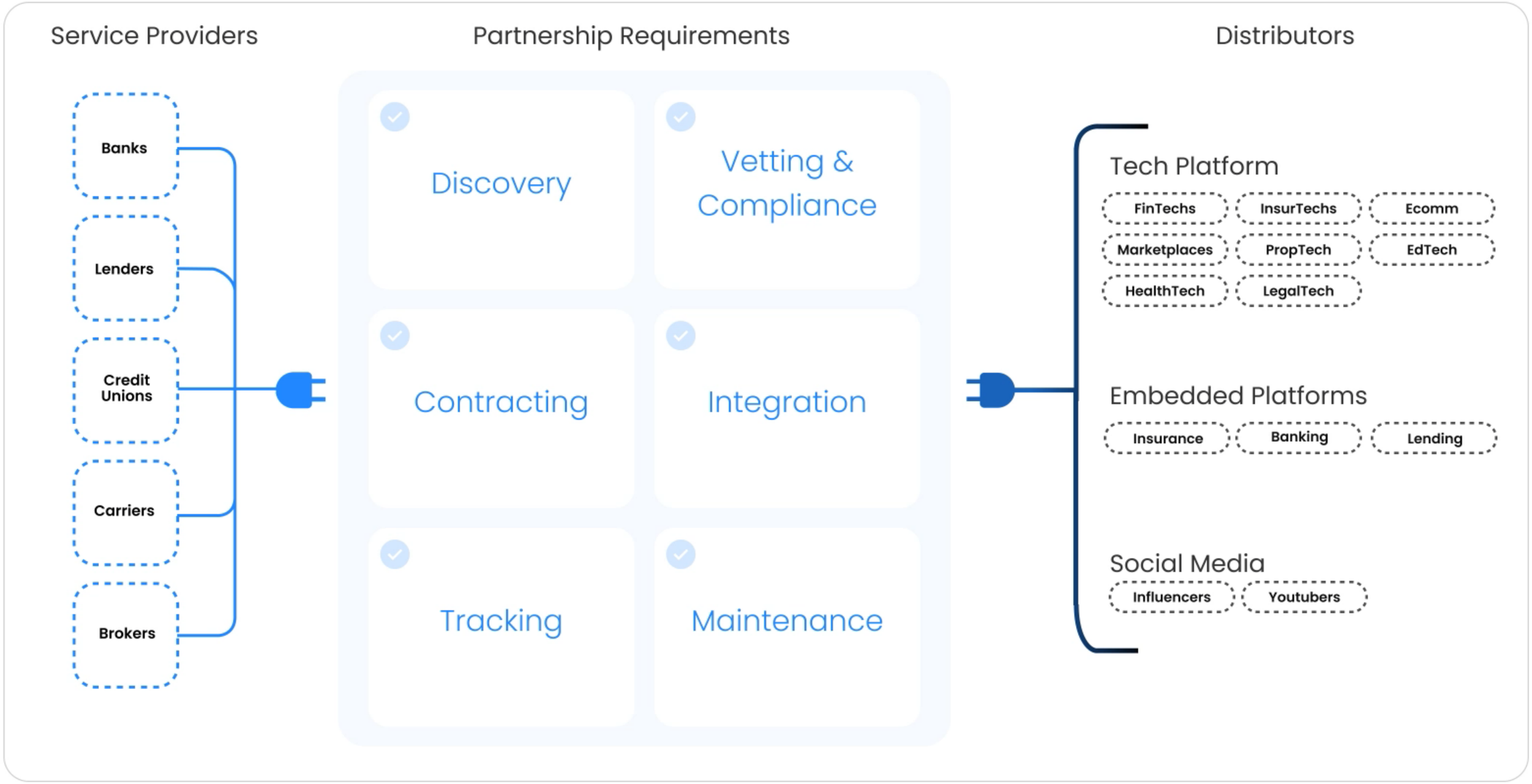
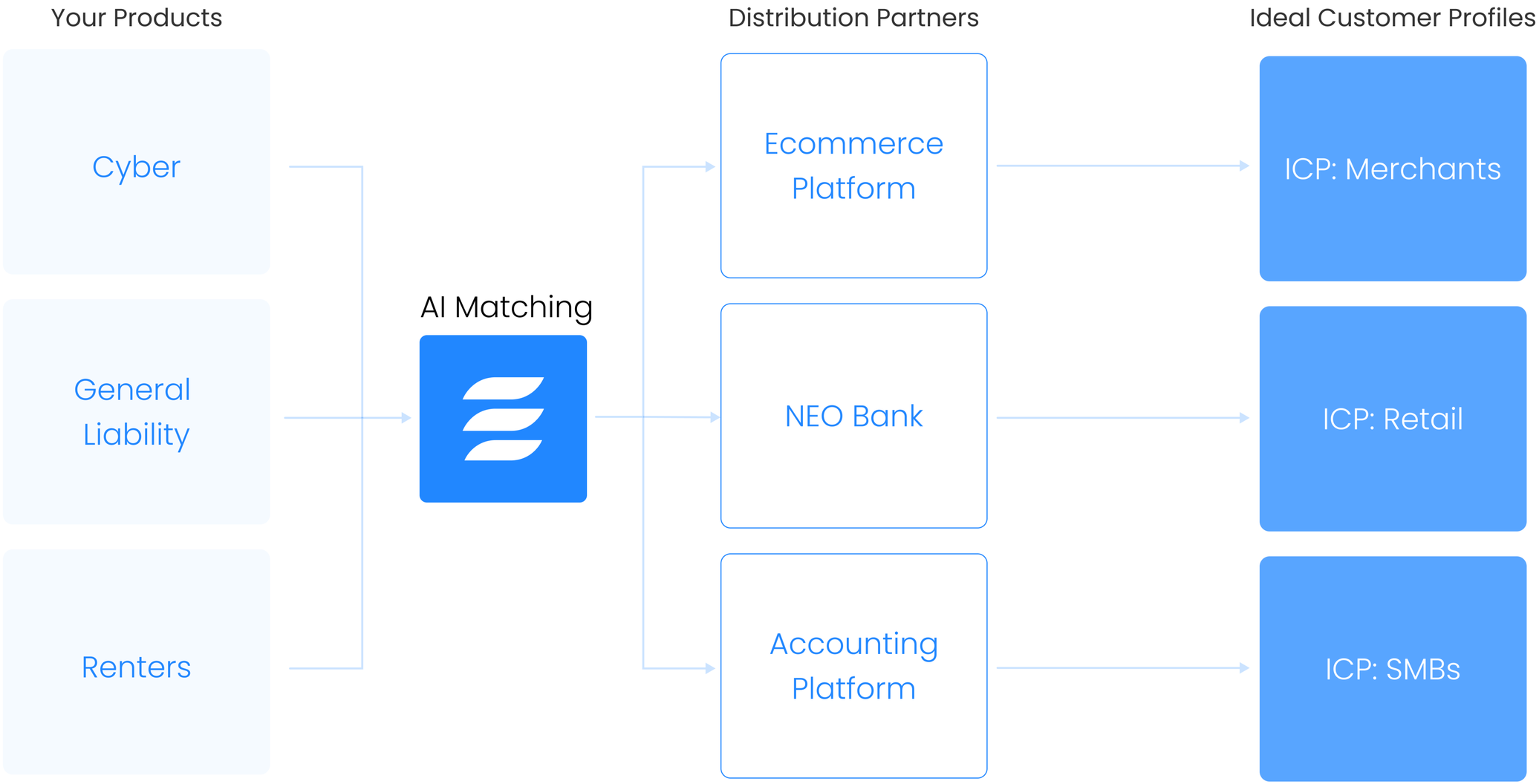


Distributors, workflows, compliance, APIs & analytics.
All-in-one platform.

Emerge is an intelligent partner management platform designed for financial services, enabling **banks, credit unions, lenders and insurers** to manage affiliate, embedded, and API-based distribution channels from one unified platform.

Emerge leverages data and intelligence to match your products with distributors targeting your ideal ICP, driving higher conversions.



Emerge is supporting leading financial institutions and insurance companies with managing partnerships and distribution channels.

Emerge centralizes all your distribution partnerships into one platform, enhancing management and maximizing efficiency.

Service Providers

- Are you an insurance carrier, broker agency or a financial institution?

Distributors

- Are you a startup, scale-up, tech, embedded finance or insurance platform?

Investor

- Raising $2.5MM seed round

Free to onboard!

.Exclusive for Plug and Play!



newton@withemerge.com

PLUG AND PLAY

SV SUMMIT

Insurtech

ARDAWARDAW

#PNPTCSiliconValley

Join us at **pnptc.com**

PLUG AND PLAY

Insurtech

AWARD



#PNPTCSummit

Join us at **pnptc.com**

TAIYO-LIFE









Pilot/PoCs:

*Within 4 months, the Taiyo Life team conducted a PoC and completed a **full implementation with BoostDraft**, aimed at enhancing productivity and strengthening customer relationships through DX (digital transformation) initiatives.*

Organizational Innovation:

Committed to driving innovation, Taiyo Life has engaged over 100 startups, exploring collaborations that align with their goals for digital transformation and customer-centricity. These engagements have laid the groundwork for future transformative initiatives within the organization.

Ecosystem Engagement:

The Taiyo Life team actively engages in the Plug and Play Ecosystem, by collaborating not only with startups but also with other corporate partners. Through Reverse Pitch sessions, they share insights and explore technologies aligned with their digital transformation goals.

PLUG AND PLAY

Sv summit

STARTUP PRESENTATION

resistant ai

Resistant AI

Resistant AI helps to protect AI systems from targeted manipulation, adversarial machine learning attacks and advanced fraud.

resistant ai

How to detect manipulated documents

November 19, 2024

About Resistant AI

- **17 years of AI experience** in fighting cyber and financial crime
- **9 PhDs in AI** with **100s of patents**
- Team of **100+** and growing, offices in **Prague; New York; London;**
- Backed by the best



resistant ai

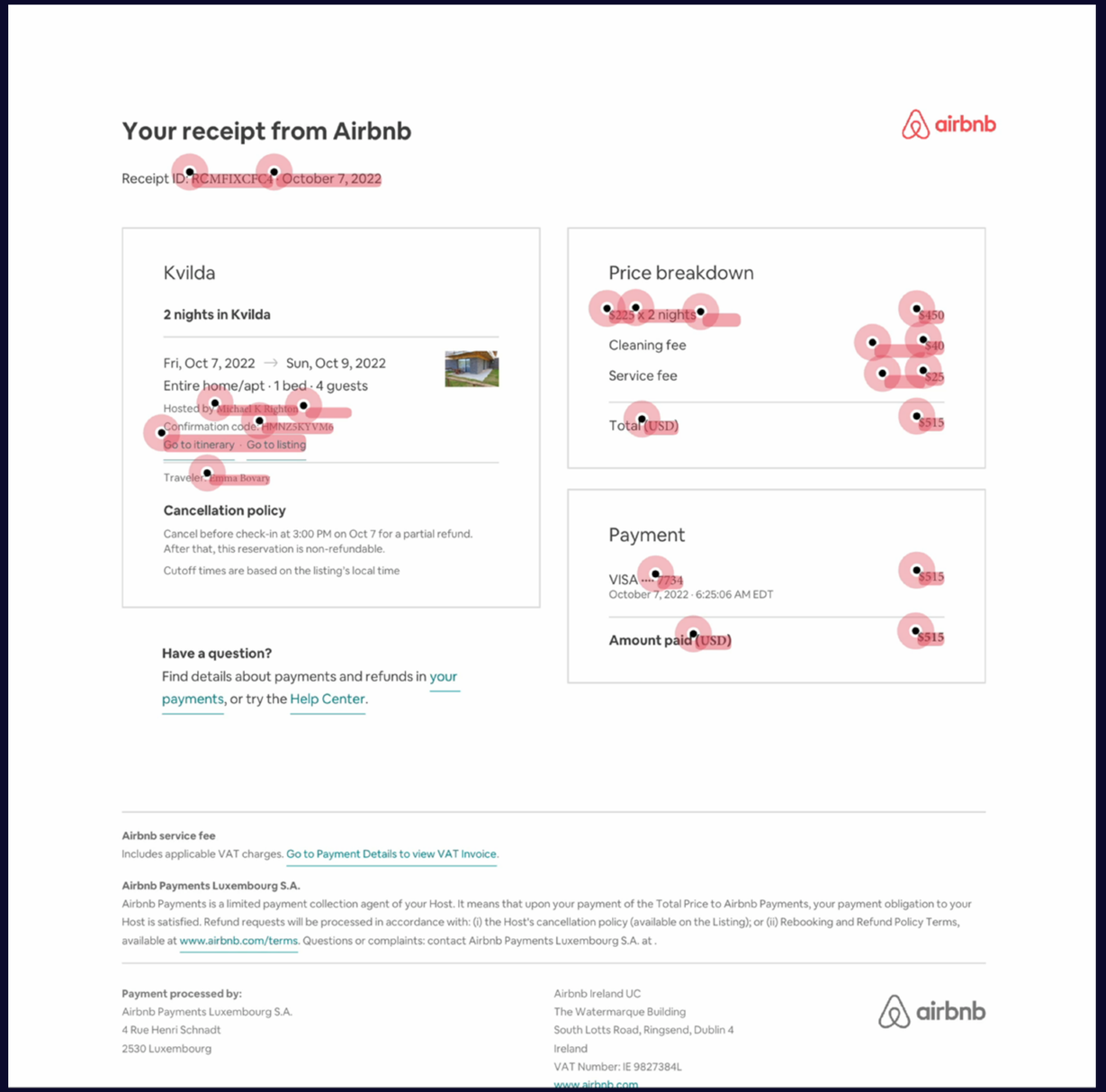
Check Any doc From Anywhere

Check for fraud & authenticity in seconds

Works on PDFs & Images

Language & document agnostic

API & Drag and drop interface



Your receipt from Airbnb

airbnb

Receipt ID: RCMFIXCFC4 · October 7, 2022

Kvilda

2 nights in Kvilda

Fri, Oct 7, 2022 → Sun, Oct 9, 2022

Entire home/apt · 1 bed · 4 guests

Hosted by Michael K Righton

Confirmation code: HMNZ5KYVM6

Go to itinerary · Go to listing

Traveler: Emma Bovary

Cancellation policy

Cancel before check-in at 3:00 PM on Oct 7 for a partial refund. After that, this reservation is non-refundable.

Cutoff times are based on the listing's local time

Price breakdown

$225 x 2 nights $450

Cleaning fee $40

Service fee $25

Total (USD) $515

Payment

VISA ···· 7734 $515

October 7, 2022 · 6:25:06 AM EDT

Amount paid (USD) $515

Have a question?

Find details about payments and refunds in your payments, or try the Help Center.

Airbnb service fee

Includes applicable VAT charges. Go to Payment Details to view VAT Invoice.

Airbnb Payments Luxembourg S.A.

Airbnb Payments is a limited payment collection agent of your Host. It means that upon your payment of the Total Price to Airbnb Payments, your payment obligation to your Host is satisfied. Refund requests will be processed in accordance with: (i) the Host's cancellation policy (available on the Listing); or (ii) Rebooking and Refund Policy Terms, available at www.airbnb.com/terms. Questions or complaints: contact Airbnb Payments Luxembourg S.A. at .

Payment processed by:

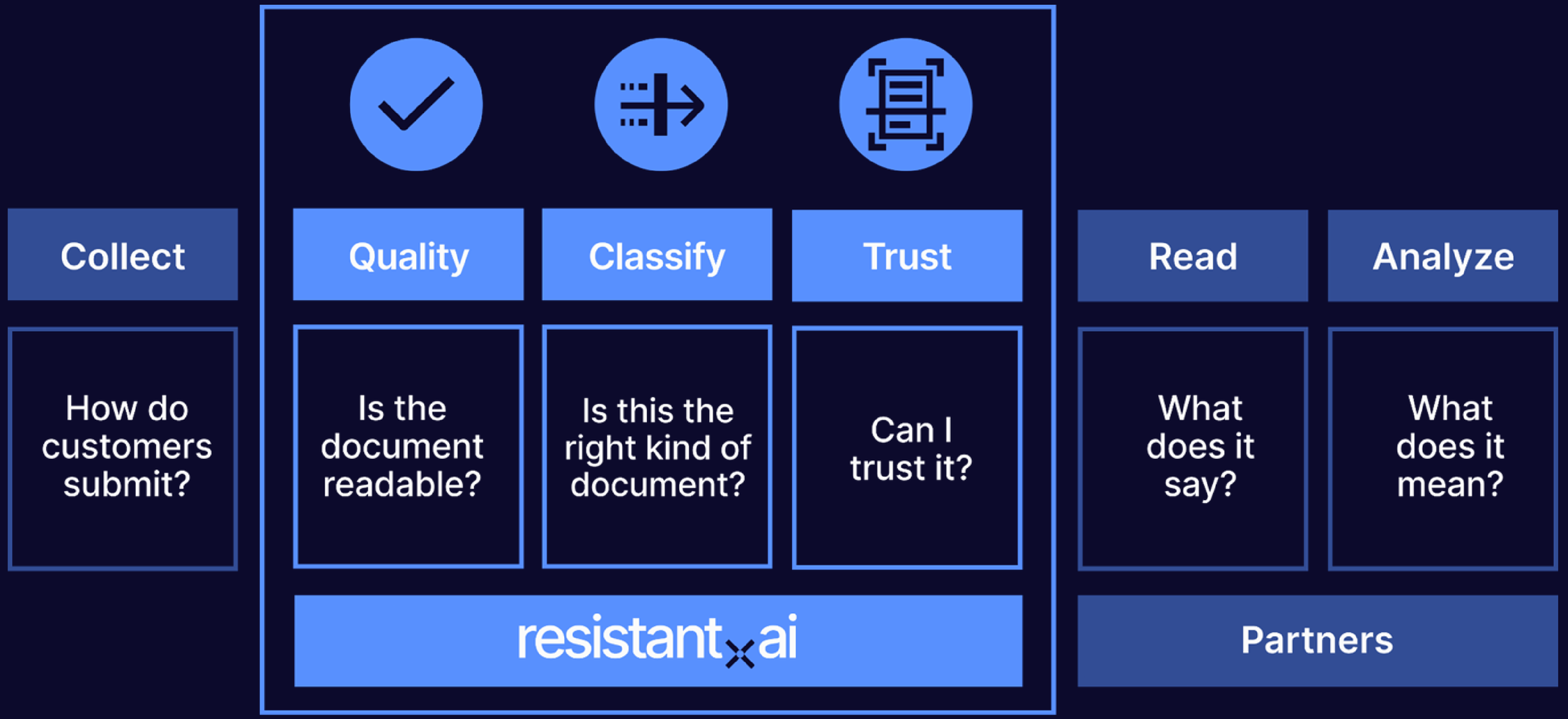
Airbnb Payments Luxembourg S.A.
4 Rue Henri Schnadt
2530 Luxembourg

Airbnb Ireland UC
The Watermarque Building
South Lotts Road, Ringsend, Dublin 4
Ireland
VAT Number: IE 9827384L
www.airbnb.com

airbnb

Where Resistant AI fits in

resistant ai



Lemonade Case Study

Lemonade

RESISTANT.AI

Increase automation, reduce fraud in digital insurance onboarding and claims

Use Case: verifying authenticity of documents

Markets: United States, France, The Netherlands, Germany, UK

Document Types: Driver Licences, Invoices, Financial statements

Value:

- Proven as a trusted brand
- Innovative and AI driven
- Reduce costs by increasing automation

resistant ai

Securing Automated Doc Workflows



+32%

More fraud detected



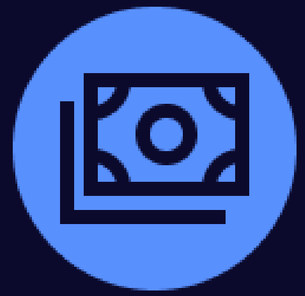
90%

Automated reviews



-15%

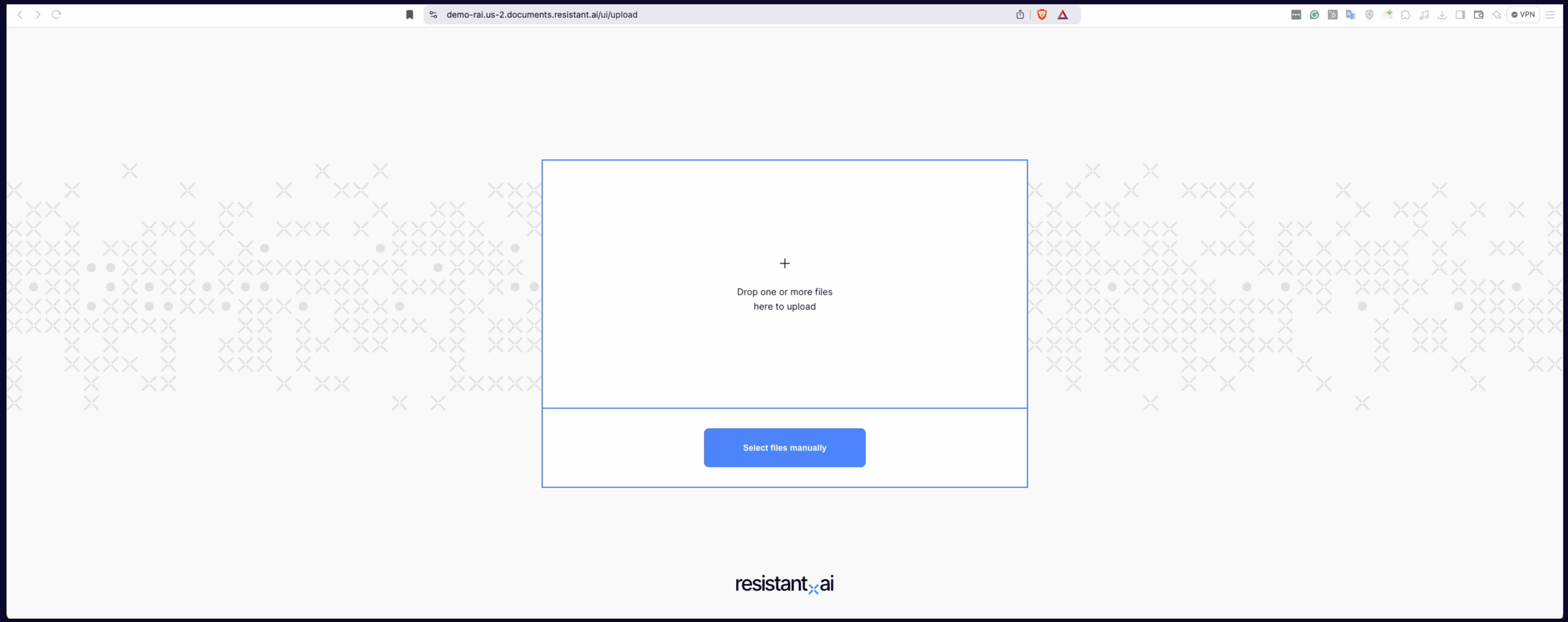
Doc processing costs



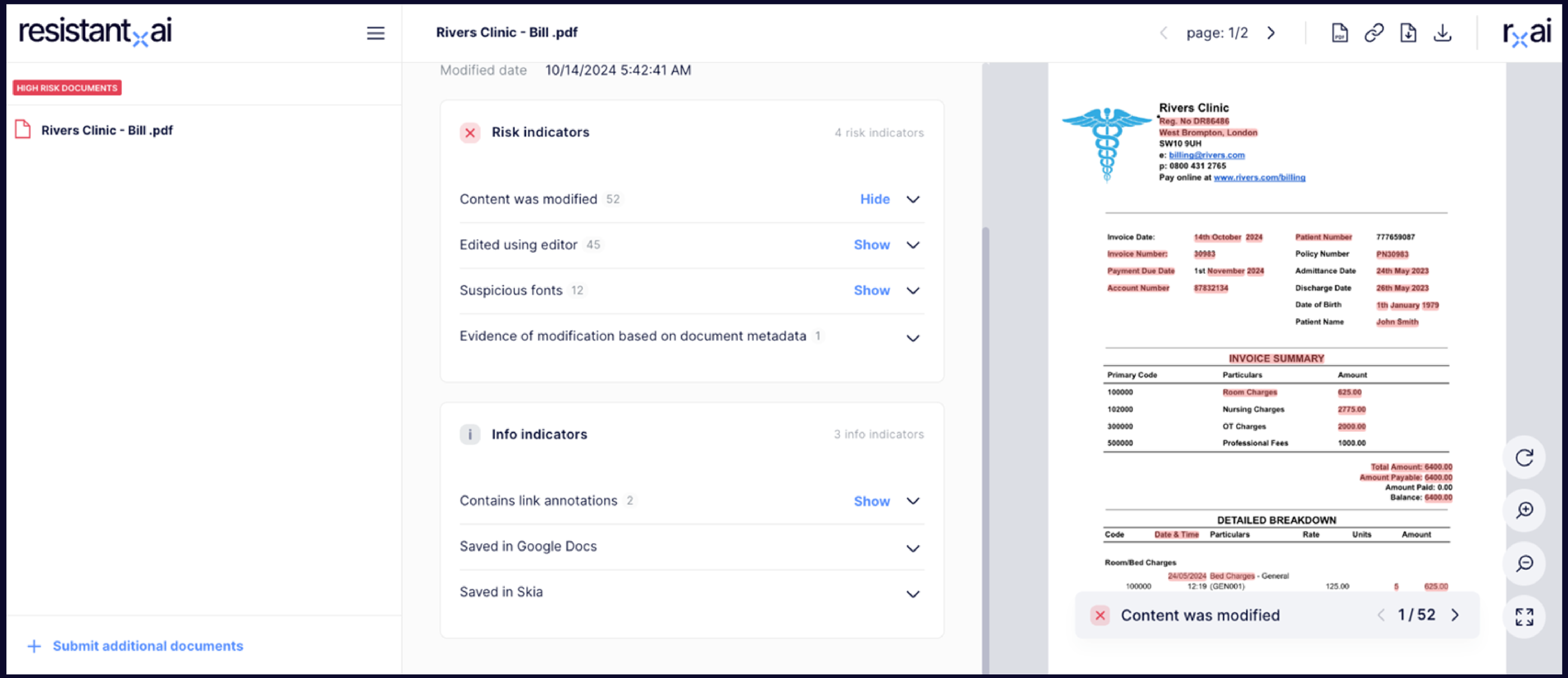
30x

Return on investment

Demo


demo-rai.us-2.documents.resistant.ai/ui/upload
VPN
Drop one or more files
here to upload
Select files manually
resistant ai

Demo


resistant ai
HIGH RISK DOCUMENTS
Rivers Clinic - Bill .pdf
+ Submit additional documents
Rivers Clinic - Bill .pdf
page: 1/2
Modified date 10/14/2024 5:42:41 AM
Risk indicators
4 risk indicators
Content was modified 52
Hide
Edited using editor 45
Show
Suspicious fonts 12
Show
Evidence of modification based on document metadata 1
Info indicators
3 info indicators
Contains link annotations 2
Show
Saved in Google Docs
Saved in Skia
Rivers Clinic
Reg. No DR86486
West Brompton, London
SW10 9UH
e: billing@rivers.com
p: 0800 431 2765
Pay online at www.rivers.com/billing
Invoice Date: 14th October 2024
Invoice Number: 30983
Payment Due Date 1st November 2024
Account Number 87832134
Patient Number 777659087
Policy Number PN30983
Admittance Date 24th May 2023
Discharge Date 26th May 2023
Date of Birth 1th January 1979
Patient Name John Smith
INVOICE SUMMARY
Primary Code Particulars Amount
100000 Room Charges 625.00
102000 Nursing Charges 2775.00
300000 OT Charges 2000.00
500000 Professional Fees 1000.00
Total Amount: 6400.00
Amount Payable: 6400.00
Amount Paid: 0.00
Balance: 6400.00
DETAILED BREAKDOWN
Code Date & Time Particulars Rate Units Amount
Room/Bed Charges
100000 24/05/2024 12:19 Bed Charges - General (GEN001) 125.00 5 625.00
Content was modified
1 / 52

resistant ai

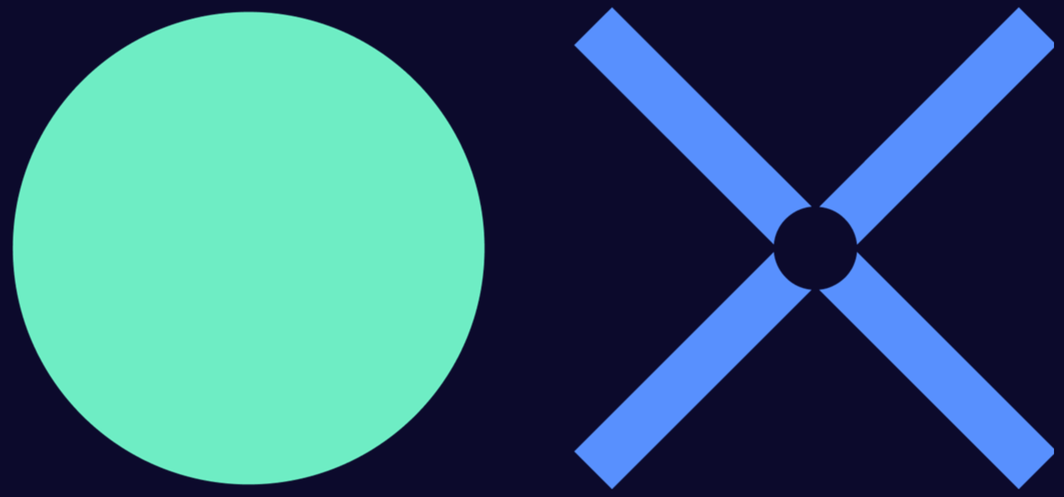
Join hundreds satisfied customers

KBC
dun & bradstreet
Best Egg
Payoneer
Tradewind Intelligent Trade Finance
MONETA MONEY BANK
NorthOne
Habito
Silverbird
PSA FINANCE
Plus500
capitalontap
HOLVI
FINOM
STEN
Lemonade
Planet42
verto
Raiffeisen Bank
ERSTE
SOCIETE GENERALE

Partners

Kount An Equifax Company
KOFAX
salesforce
ONNIVATION
certa
IDverse An OCR Labs Company
INSTABASE
LexisNexis RISK SOLUTIONS
aws
Google Cloud

resistant ai



Thank You

PLUG AND PLAY

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STARTUP PRESENTATION

Weav AI

An AI Copilot Platform for Underwriting and Claims

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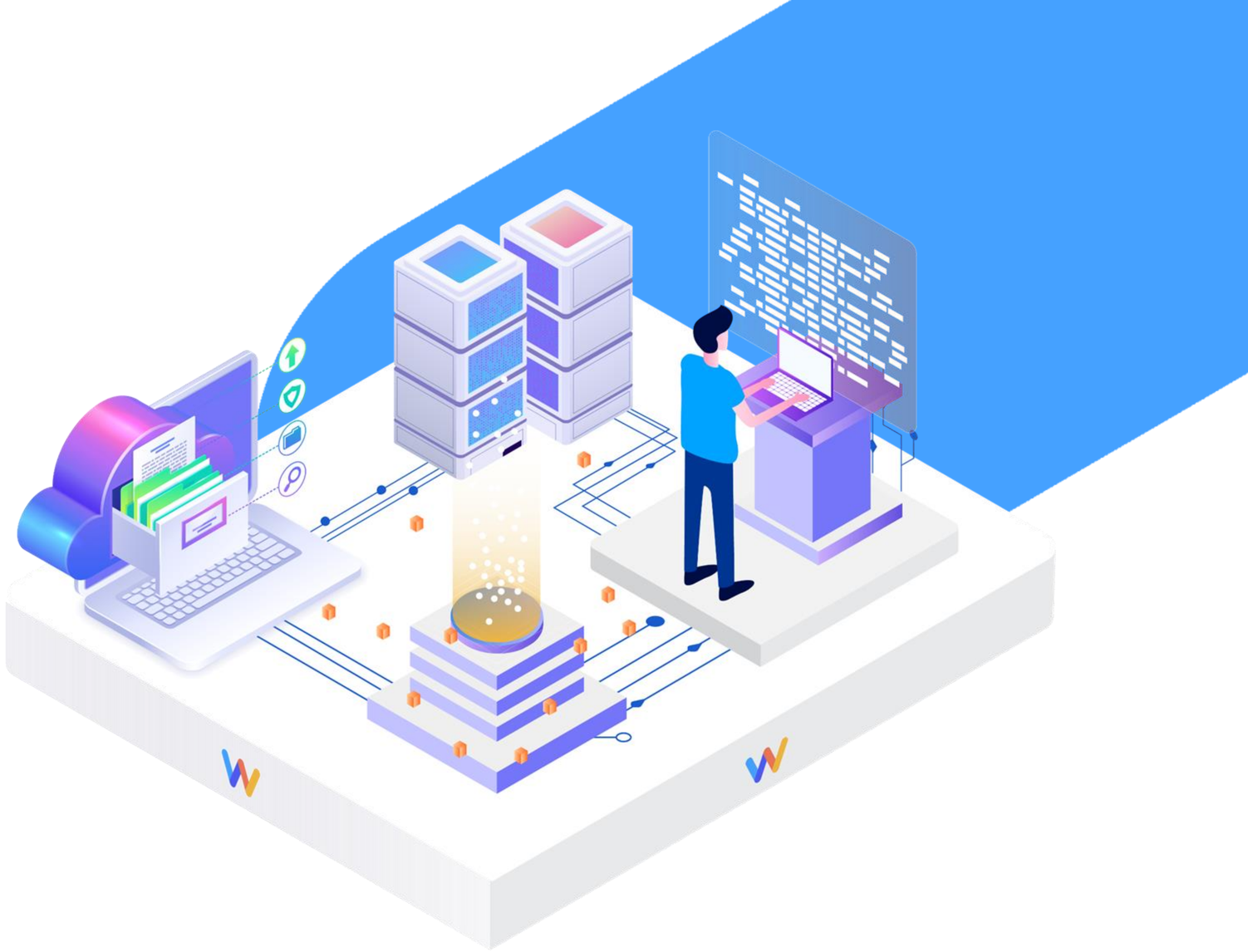
weav.ai

Enterprise AI Copilots for Insurance



Build next generation of Insurance apps
with Generative AI at the core

Introduction

Enterprise Copilot platform for Insurance

Build the next generation of applications for Underwriting and Claims with Generative AI at the core



Deep technical and domain IP

Insurance tuned Autonomous agents
Connectors - Plaid for insurance
Augment LLMs with Insurance knowledge

Works in your ecosystem

Connects to existing internal systems
Connects to external systems and information sources
Runs in your private cloud

Team

One of the top Gen AI + Insurance teams

Peeyush is a 3x founder with ~$550M exit under his belt

Neal Silbert (CPO)
35 years in Insurance

weav.ai Insurance Copilot Platform

Insurance Copilots

- Underwriting Copilot
- Claims Copilot
- Product Management Copilot
- Policy Servicing Copilot

Gen AI Building Blocks

- Autonomous Agents
- Knowledge Graphs
- Semantic Search Engine
- Workflow Engine

Connectors and APIs

- GUIDEWIRE, majesco
- Verisk, CARPE DATA
- SERFF (A PRODUCT OF NAIC), ACCORD
- Google, OSHA

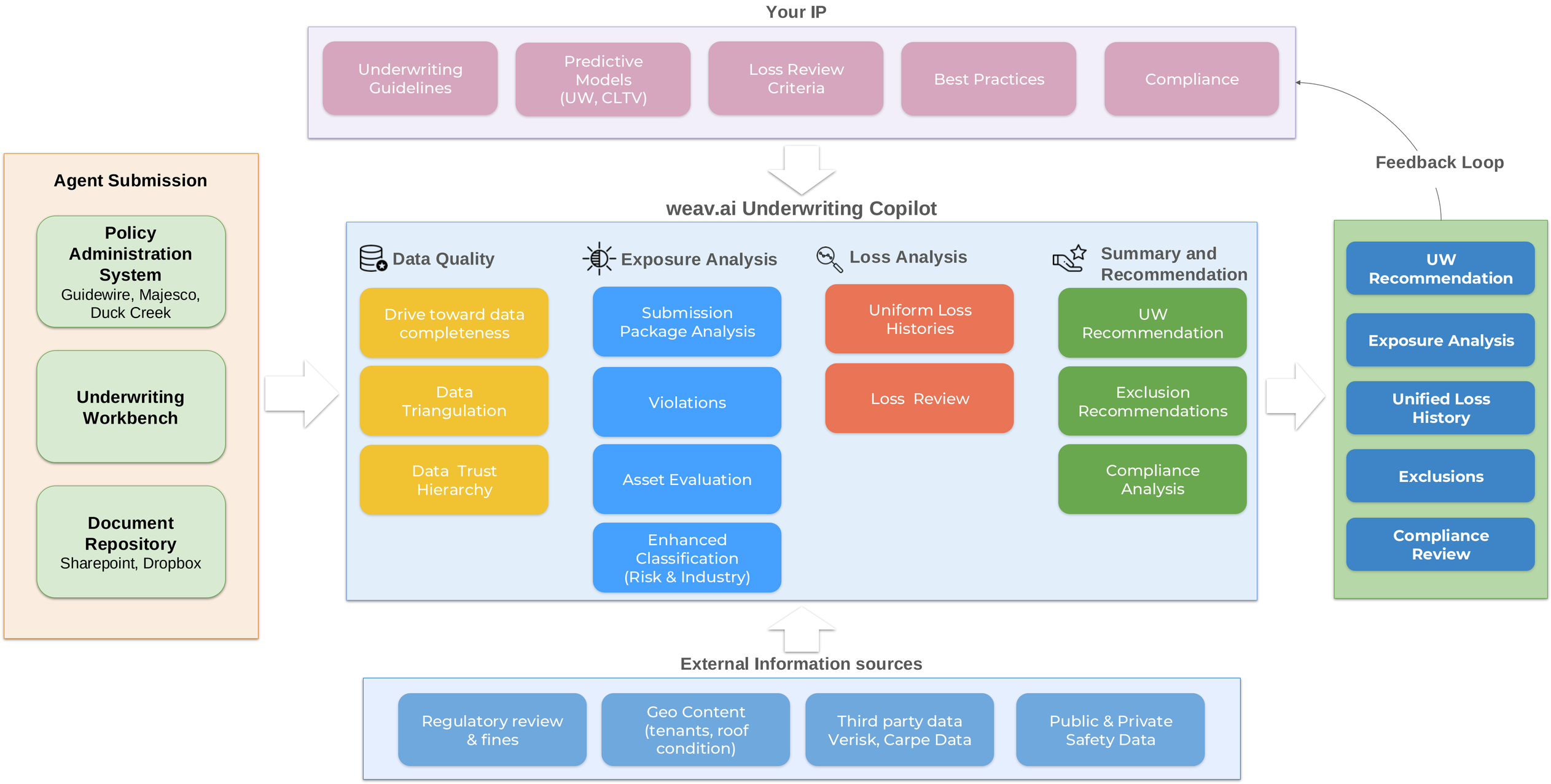
Platform Middleware

- LLM Management and Monitoring
- Model Fine Tuning
- Security and Guardrails
- Prompt Management

Foundation Models

- Custom Foundation Models
- Commercial Models: GPT - 4, Claude 3, Gemini 1.5
- Open Source Models: Llama 3, MISTRAL AI_

Underwriting Copilot: How it works



Product Roadmap

Q2 ‘24

UW CoPilot

- Exposure Analysis
- Loss Analysis
- UW Recommendation
- Compliance

Q3 ‘24

Claims CoPilot

- FNOL insights
- Assignment & Triage
- Investigation recommendations
- Negotiation and settlement

Q4 ‘24

Product Mgmt CoPilot

- Competitive Intelligence heatmap
- Product contract mgmt
- DOI filing support

Q1 ‘25

Premium Audit CoPilot

- Classification
- Automated census build & analysis
- inspection insights
- Change substantiation

Q2 ‘25

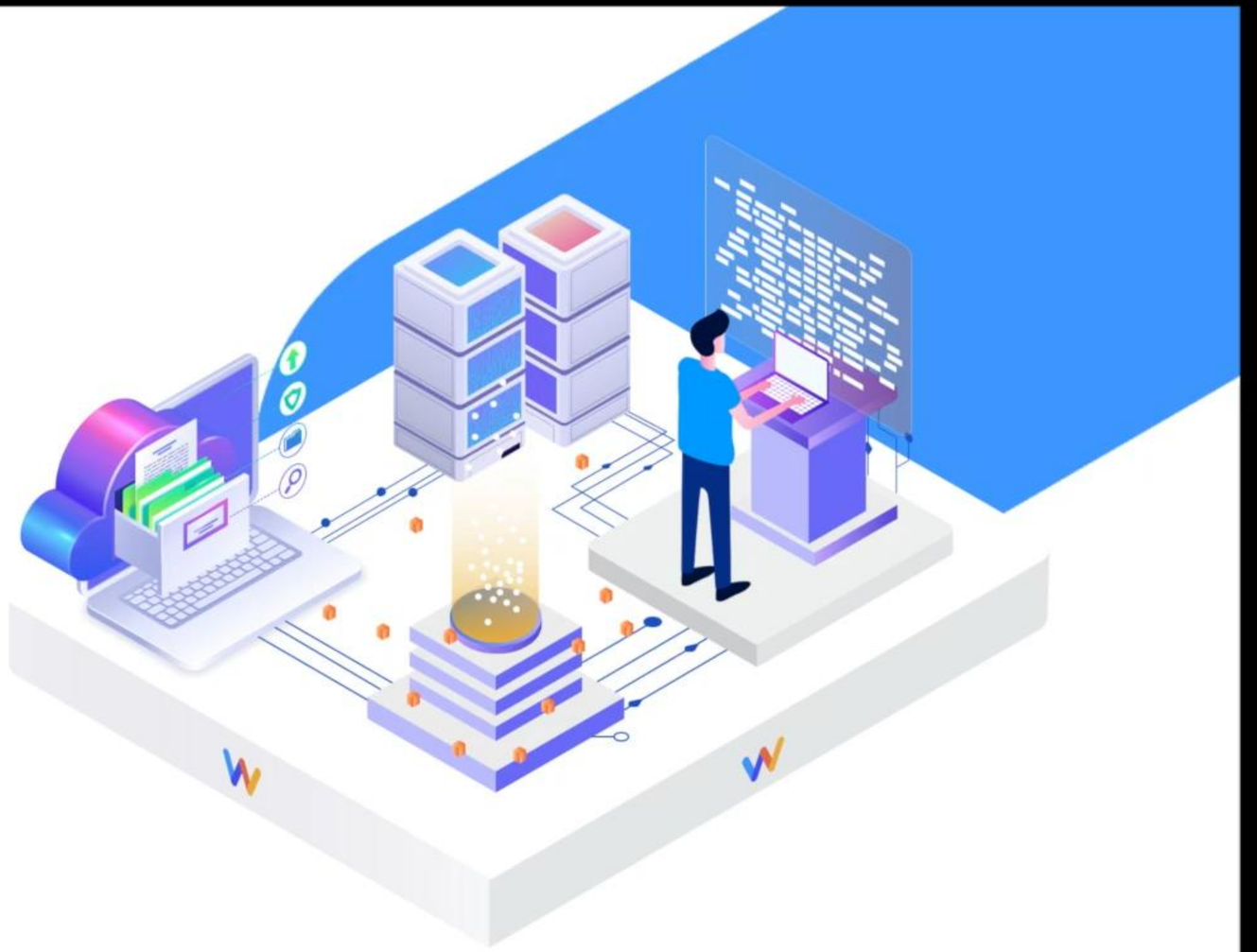
Policy Servicing CoPilot

- Service Center augmentation
- Issue identification
- Resolution workflow automation

We also work with you to help develop your own purpose built copilots and applications using Generative AI

weav.ai

Enterprise AI Copilots for Insurance



Build next generation of Insurance apps
with Generative AI at the core

weav.ai

Thank You!

Peeyush Rai
CEO
peeyush@weav.ai

Neal Silbert
Chief Product Officer
neal@weav.ai

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STARTUP PRESENTATION

Graphio

Graphio

Graphio uses AI agents to continuously analyze data from HR systems, task management tools

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SOC 2 TYPE II

SSL CERTIFIED

SHA 256

Graphio

Trusted by the best:

unitybars TRILOGY TORRANCE LEARNING mgid Flyer One Ventures PLUGANDPLAY COMPUTOOLS Techstack In10s up YOU SCAN 42 FLOWS TECH

72% need managers, yet **79%** find them as the main stress factor...

Turnover Costs	Lost Productivity	Manual Oversight
$3M	**$2.5M**	**$1.8K**

Sources:
Textio Blog: The Hidden Costs of Biased Feedback
HR Blog: True Cost of Employee Turnover
Future of Sourcing: The Real Cost of Employee Turnover



Jan Koum
Co-founded WhatsApp

Yahoo
Infrastructure Engineer



Evan Williams
Co-founded Twitter

Google
Programmer



Satya Nadella
CEO

Sun Microsystems
Technical Staff



Chad Hurley
Co-founded YouTube

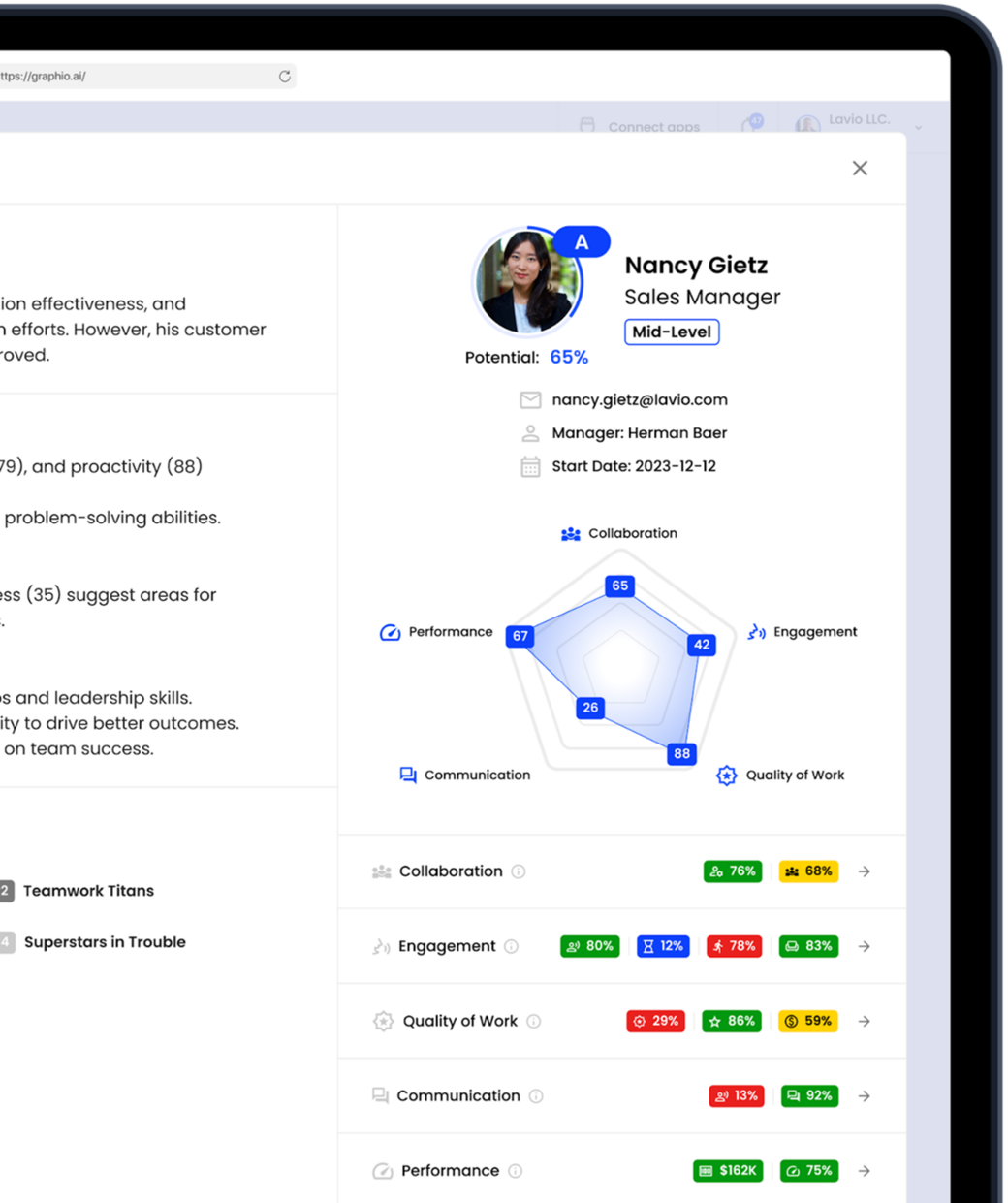
PayPal
Designer



Theresia Gouw
Founding Partner Acrew Capital

Silicon Graphics
Product manager

Manager's **digital twin** - unbiased, data-driven, available 24/7



Strengths

Weaknesses

Opportunities

Threats

Graphio

We respect privacy. No content or sentiment data is analyzed

Communication	HR & Payroll	Task managers	Software development	CRM
Outlook	CERIDIAN	Asana	GitLab	Dynamics 365
Zoom	workday.	Basecamp	GitHub	monday.com
Slack	UKG	Confluence	Bitbucket	salesforce
Teams	SAP	Trello	Azure DevOps	HubSpot CRM
Gmail	Paycor	Jira	Jenkins	pipedrive
Zendesk	bambooHR™	ClickUp	docker	ZOHO

Event

CRM management

Added 35% less sales activities than peers



Event

Product Team Meetings

Increased meeting participation with product teams by 20%



Event

Email Response Speed

Responds to emails within 2 hours on average



Event

Involved in training

Nancy is onboarding and training new and junior hires



Scores



Nancy Calhoun

Sales Manager

Event

CRM management

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Involved in training

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Outcome

Deals Closed

Closed 40 deals this quarter, 30% above the team average



Outcome

Features Delivery

Active feedback to product team drives new features delivery



Outcome

New Hires Performance

Training of the new hires lead to sales improvement



Scores



Nancy Calhoun

Sales Manager

Event

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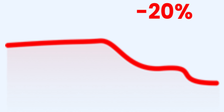

Outcome

Deals Closed

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Outcome

Features Delivery

Active feedback to product team drives new features delivery



Outcome

New Hires Performance

Training of the new hires lead to sales improvement



Scores



Nancy Calhoun

Sales Manager

RS

Performance: A

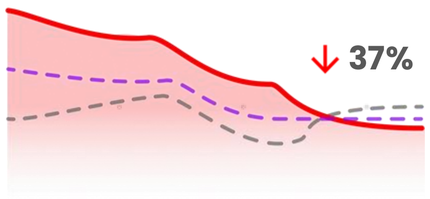
92% Communication Effectiveness

64% Flight Risk

76% Proactivity

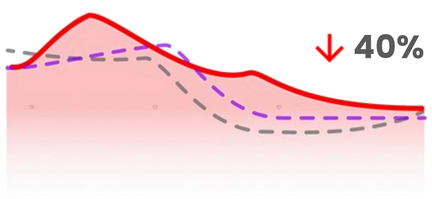
162K Revenue Contribution

Nancy’s signs of leaving:



Communication Patterns

source: Email



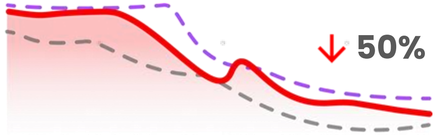
Project Participation

source: project management tool



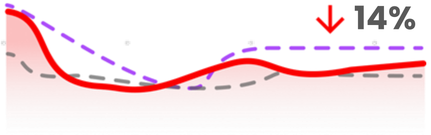
Days off

source: HR system



Meeting Participation

source: calendar



Task Completion Rate

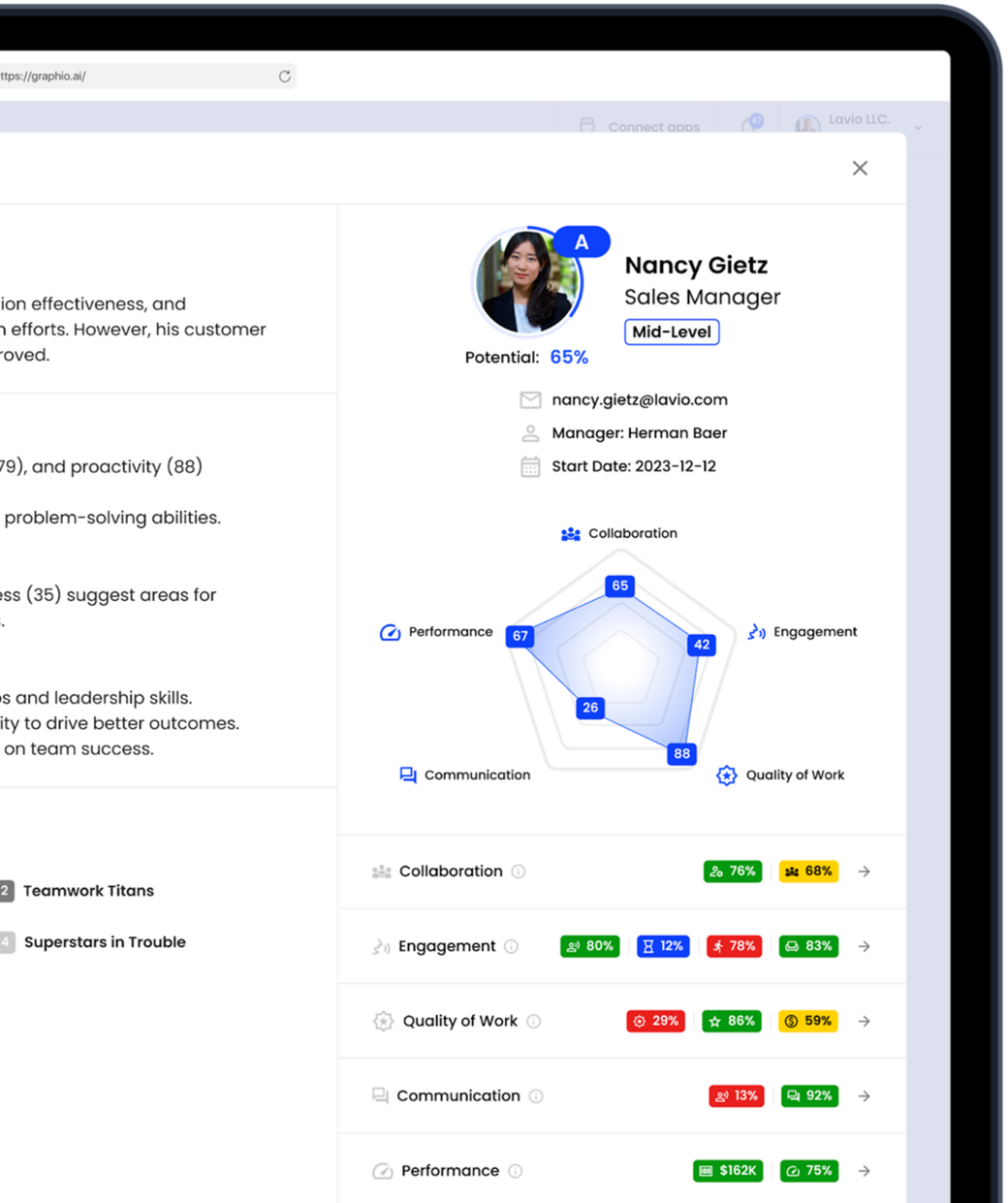
source: task management tool

Current data for Nancy

Patterns of Marta, who left the company 5 years ago

Patterns of David, who left the company 7 years ago

Digital manager. Coaching and personalized insights 24/7

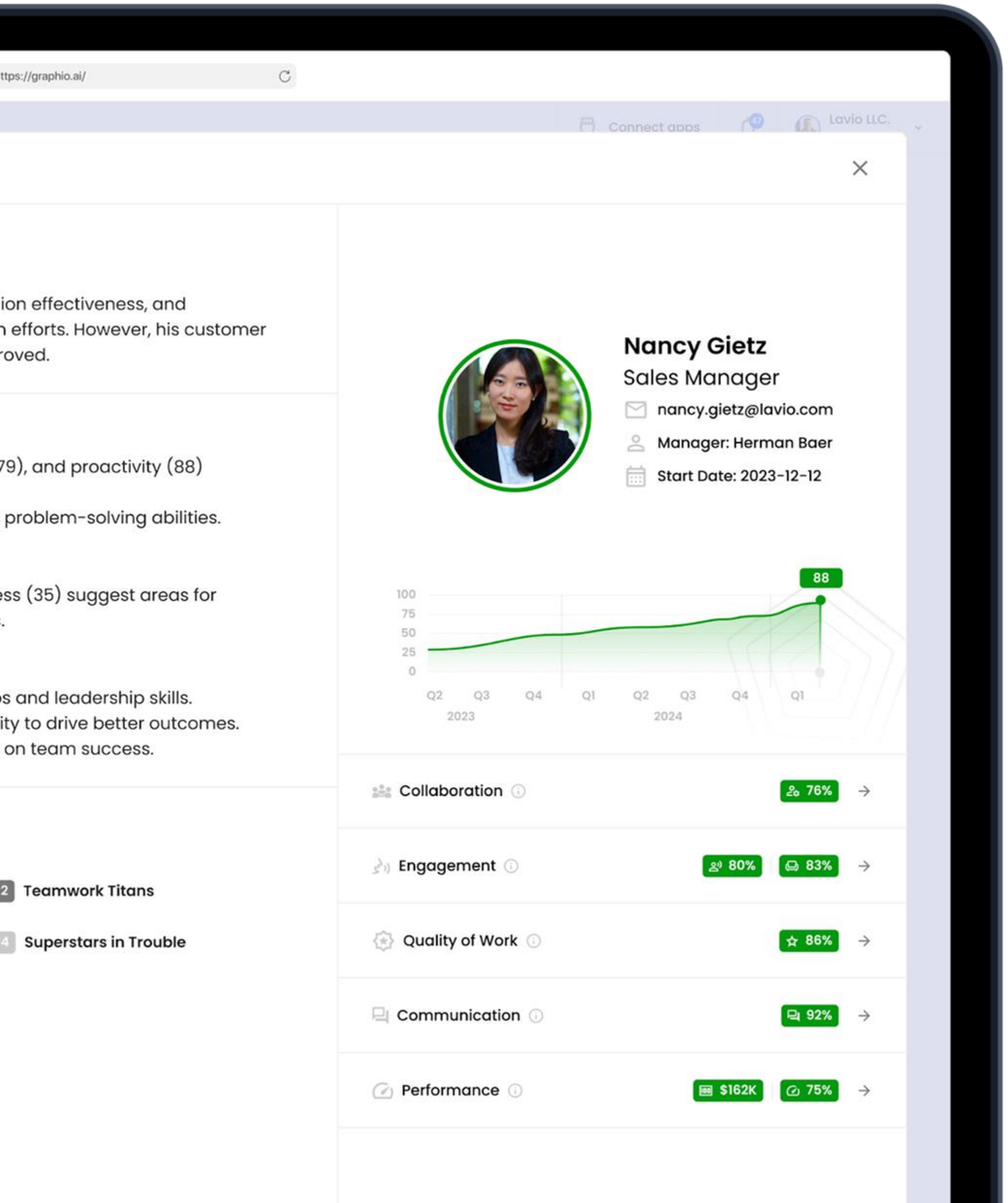


Personalized insights:

1. Nancy, reconnect with **Sarah from customer success team** to identify complementary needs her team notices during ongoing client interactions.

2. Please, consider asking to **Rachel Green to become your mentor** and coach you from leadership perspective

Optional employer view. “Big Brother rooting for you” mode



Strengths

- High proactivity, engagement, and communication
- Great management skills

Opportunities

- Boost team collaboration and resource management



Dmitry Norenko, CEO

E-mail: dn@graphio.ai

Phone: +1 (925) 968 - 5900

Location: Charlotte, NC, USA (HQ)

Graph your business

SOC 2 TYPE II

SSL CERTIFIED

SHA 256

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STARTUP PRESENTATION

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Datavant

Datavant is a provider of a healthcare data solutions to help institutions share, protect, and match health data.

Plug and Play Insurtech

Nov 2024

Summit

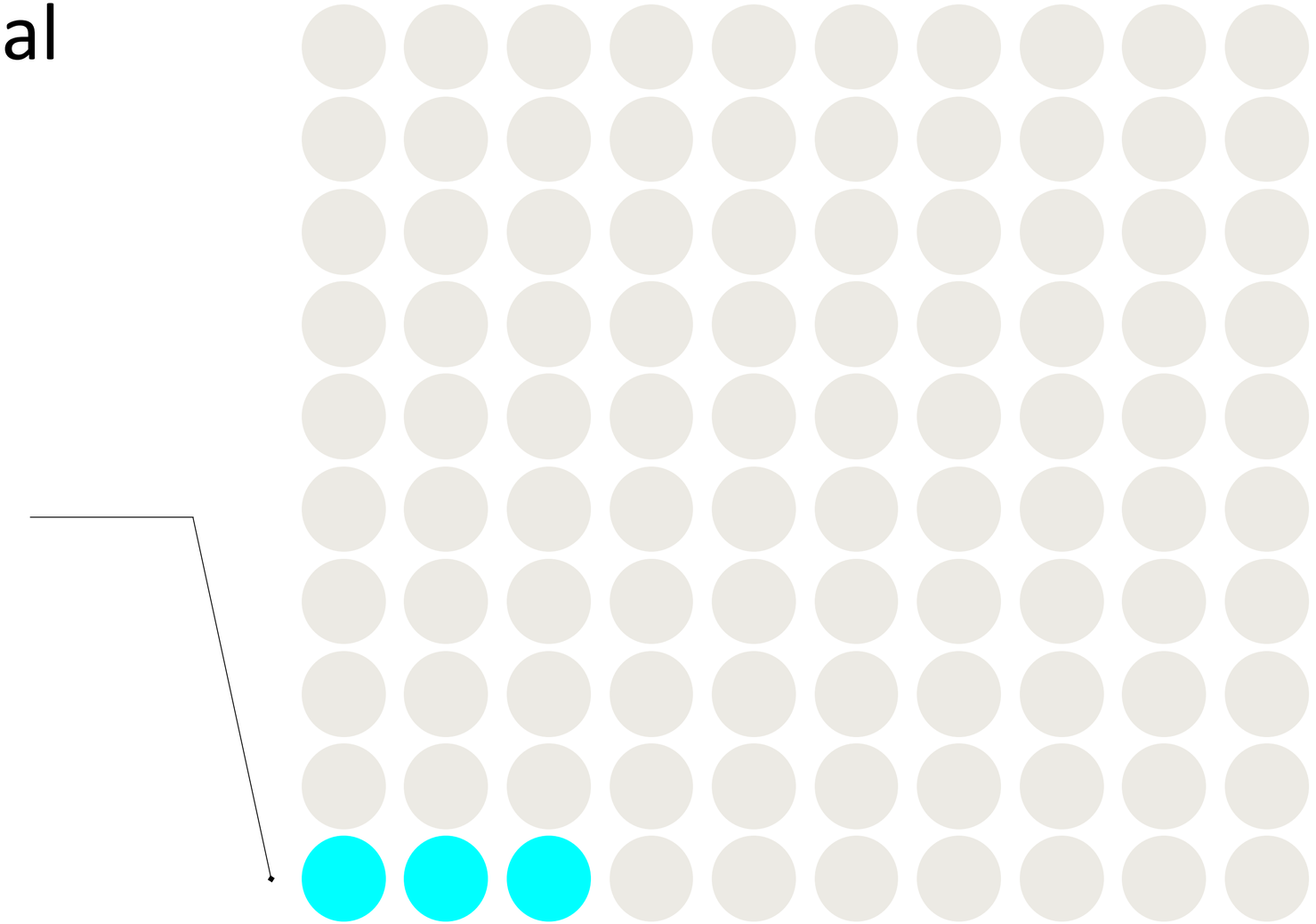
datavant

Data blind spots are real

Of 2,000 exabytes of annually generated health data,[1]

Only 3% is used[2] because data is

siloed



1. 1 exabyte is 1 billion gigabytes. Coughlin S, Roberts D, O'Neill K, Brooks P. Looking to tomorrow's healthcare today: a participatory health perspective. Intern Med J. 2018 Jan;48(1):92-96. doi: 10.1111/imj.13661. PMID: 29314515
2. https://www.weforum.org/agenda/2019/12/four-ways-data-is-improving-healthcare/.

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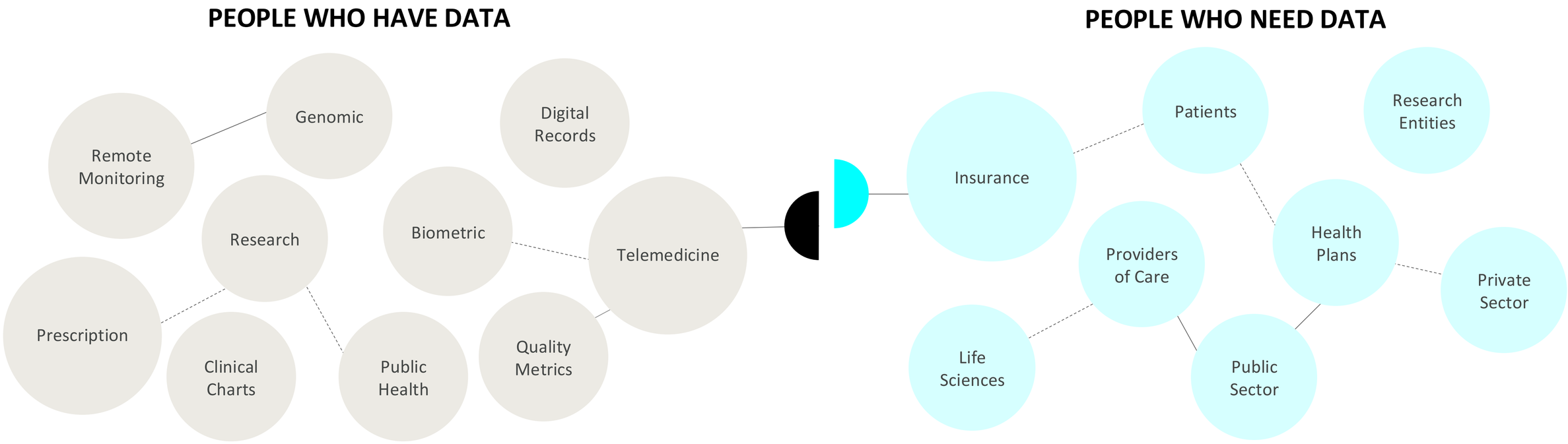
The most meaningful data lives outside of an insurance application



And remains unused due to

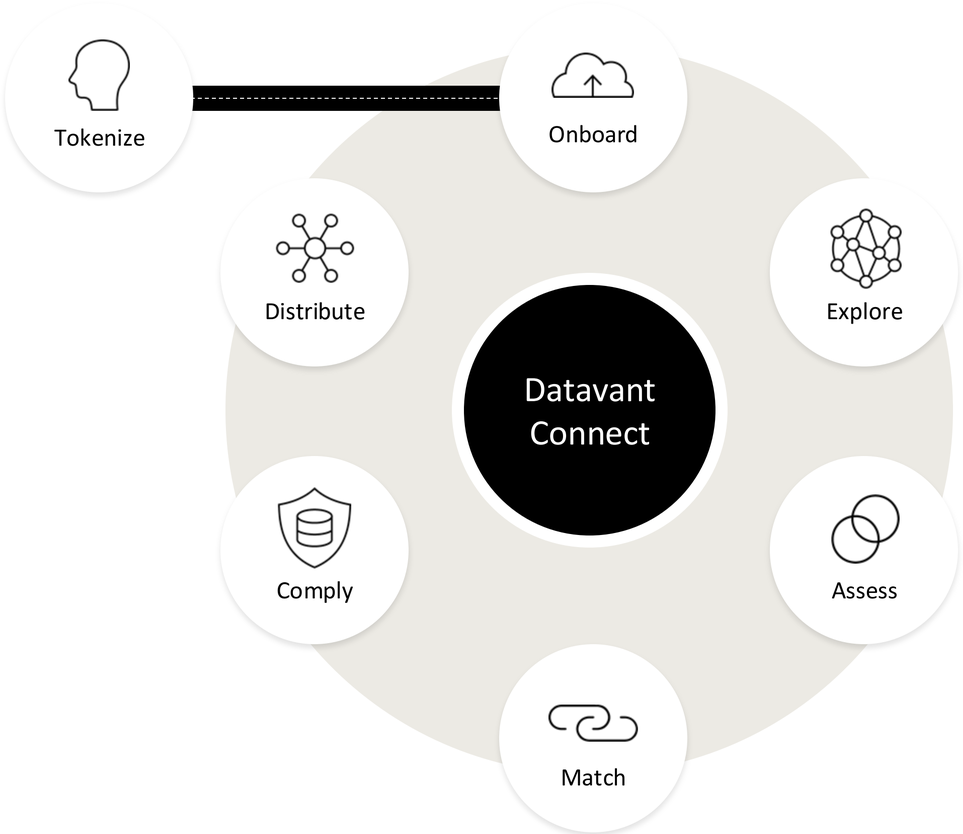
Data Silos

Lack of Connectivity

Privacy Concerns

Datavant solves this problem with most secure and universally adopted platform for
data tokenization, connectivity, and privacy

Unlocking new data through privacy-preserving tokenization



Datavant helps you you:

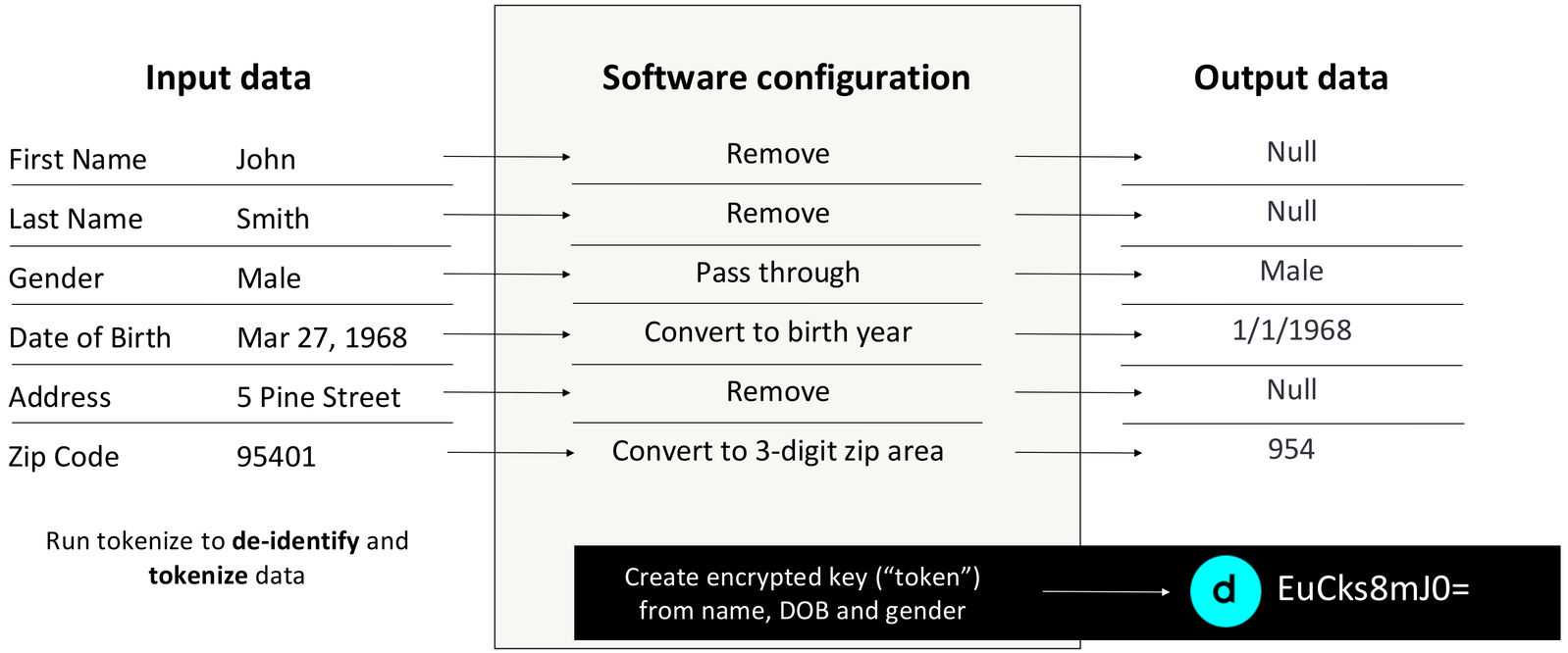
- **Tokenize** data by replacing PII with unique, encrypted, and secure keys for each individual
- **Explore** the ***largest*** *ecosystem of data partners (500+)*
- **Assess** datasets pre-purchase
- **Match** individual records via ML technology
- **Protect Privacy -** Tailored guidance and deliverables to compliance with with state law, HIPAA, and GDPR

And data never has to leave your environment

aws snowflake® databricks

De-identify and tokenize data

- The Datavant application performs a one-way cryptographic hash, ensuring Datavant tokens **cannot be reversed**
- **Site-specific encryption** ensures that sites retain control over their Datavant Tokens; an incident at one site does not impact the rest of the ecosystem



Core Tokens

- Last Name + 1st Initial of First Name + Gender + DOB
- Last name (soundex) + First name (soundex) + Gender + DOB
- SSN + DOB + Gender
- LastName + FirstName (confident) + DOB
- LastName + FirstName (fuzzy) + DOB
- LastName + FirstName (fuzzy, metaphone) + DOB
- LastName + FirstName (confident) + Address + zip5
- LastName + FirstName (fuzzy) + Address + zip5
- LastName + FirstName (fuzzy standardization, metaphone) + DOB + zip3
- First name (confident) + US cell phone number
- First name (fuzzy) + US cell phone number
- DOB + US cell phone number
- DOB + email
- First name (fuzzy) + email

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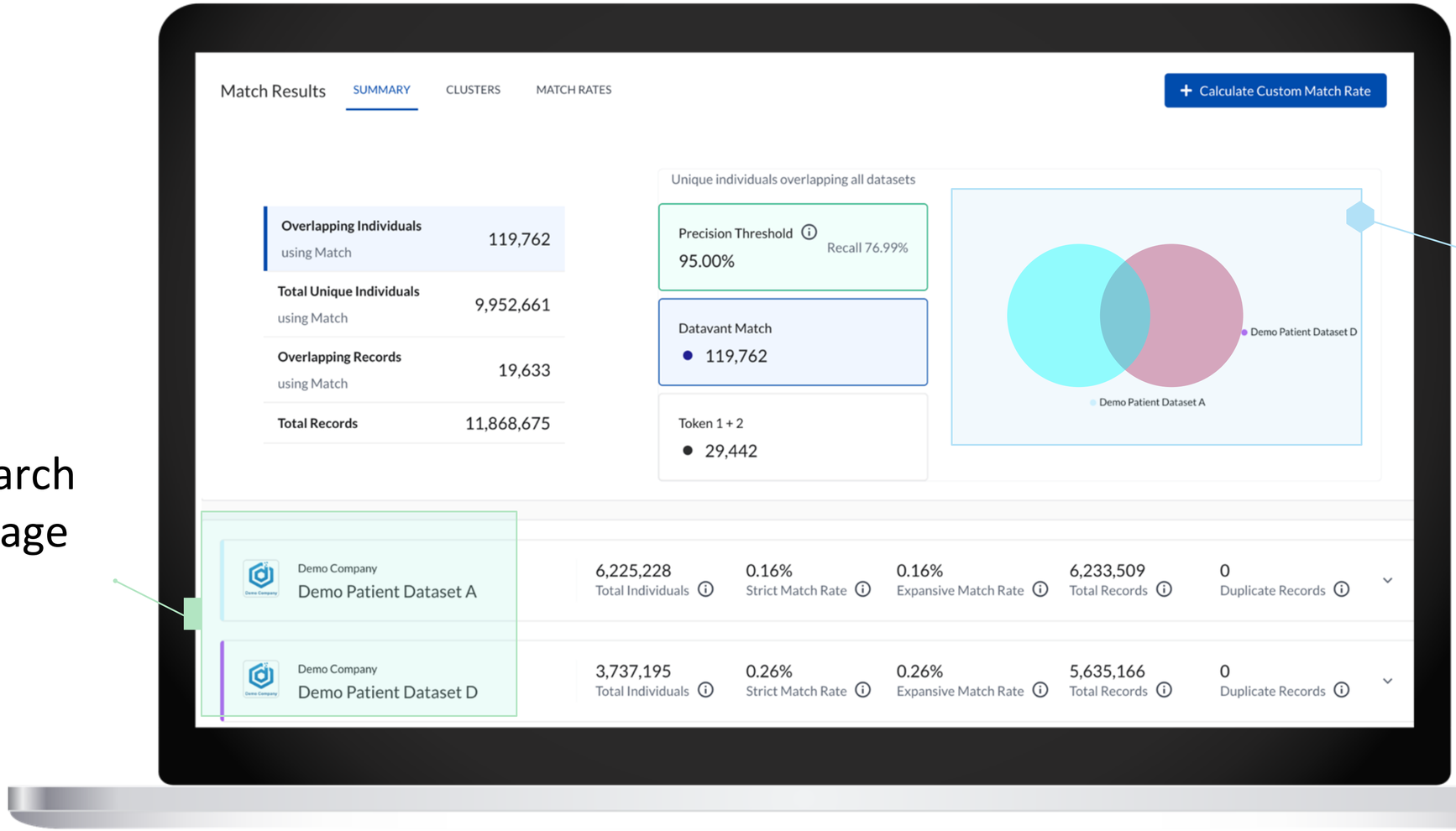
Your data, in your environment, managed by you, with secure and compliant identity resolution solutions



Easily search and manage datasets

Choose what external datasets to compare overlap with

datavant

Seamlessly link data to 500+ partners on the Datavant token

datavant

A snapshot of less than 10% of our partners

Registry	Lab & Genomics		EHR	Claims	SDoH, Consumer, & Mortality	
Across Healthcare	CARIS LIFE SCIENCES	NEO GENOMICS	ARCADIA	Clarivate	ACXIOM	HealthWise DATA
AAOS American Academy of Orthopaedic Surgeons	ENABLE MEDICINE	ONEMEDNET	Cerner Enviza	FORIAN	AnalyticsIQ	LiveRamp
Crohn's & Colitis Foundation	GRADIENT HEALTH	PathAI	ConcertAI	inovalon	CROSSWALK TECHNOLOGIES	neustar
Epilepsy Foundation	hc1	PointClickCare	COTA	KYTHERA	elixir	SOCIALLYDETERMINED
Foundation Fighting Blindness	INVITAE	PROSCIA	TriNetX	PROSPECTION	EPSILON	STATARA
IBD Lieber Institute for Brain Development Maltz Research Laboratories	Myriad genetics	Segmed	University of Missouri	PurpleLab	Experian	swoop
Parkinson's Foundation	Nashville Biosciences	TEMPUS	OCHIN	prognos health	FinThrive	veritas DATA RESEARCH
		VAULT HEALTH	The University of North Carolina at Chapel Hill	Data Unveil		
			veradigm			

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Our in-house team of 60+ privacy experts and data scientists become your **partner in data privacy**

*Helping you **accelerate time to value** for new data sources and use cases*

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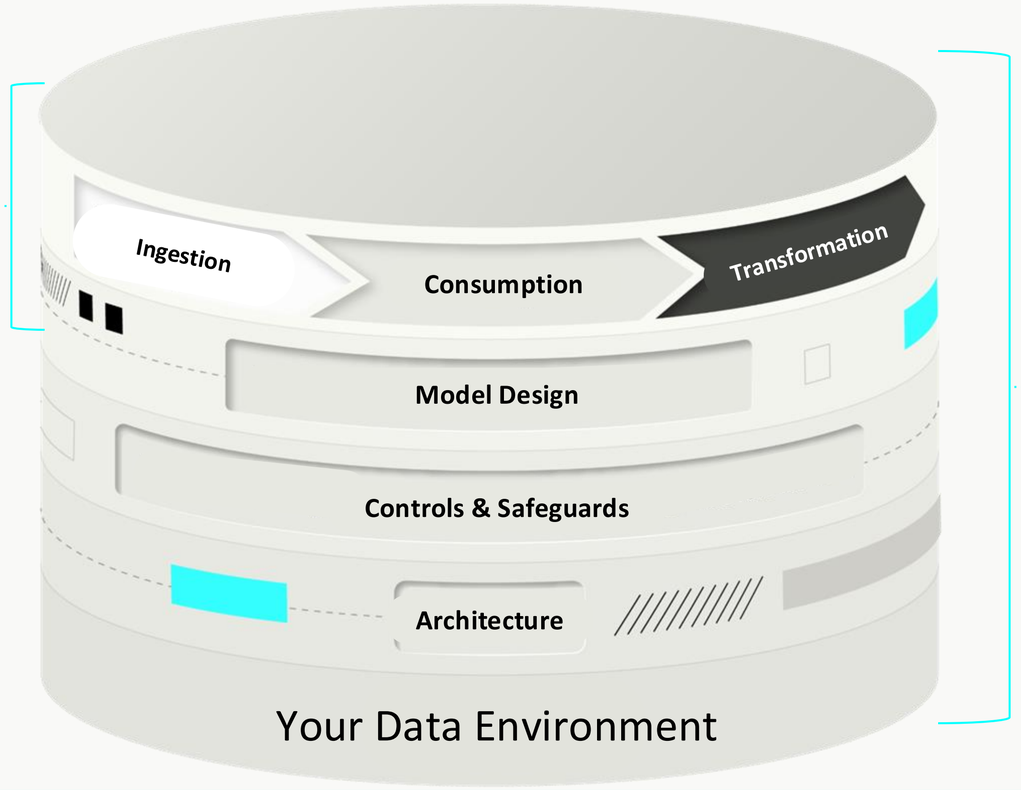
Offering Certifications, Expert Opinions, and Process Assessments under HIPAA, State Laws, and GDPR

Tailored offerings to address critical privacy risks in AI

1 **Certifications & Opinion Letters**
Statistical assessment to evaluate de-identification under HIPAA, state laws, and GDPR



2 **Process Assessments:**
End-to-end data privacy assessments of data flows and use-cases

3 **Advanced AI and ML Guidance**
Confidently protect privacy amidst the most high risk ML and Gen AI use cases

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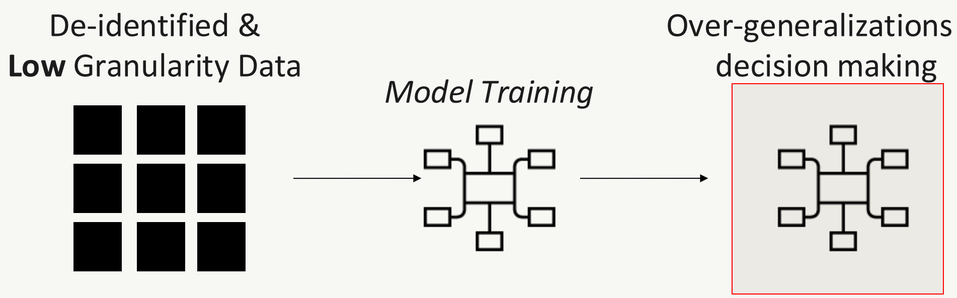
Helping organizations preserve privacy AND data granularity for **better performance** and **lower risk of bias**

Challenge: Privacy–utility trade-off

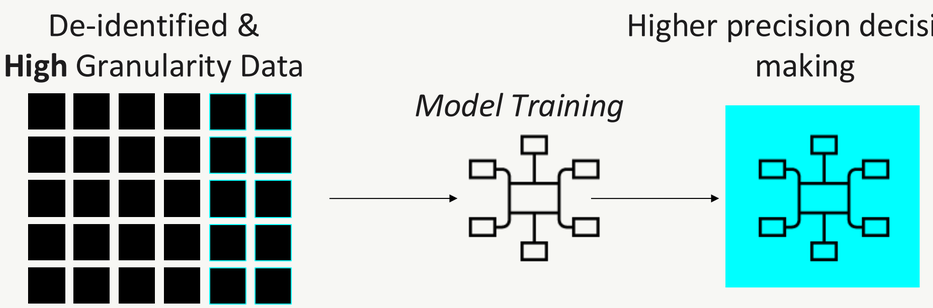
Data de-identification improves privacy but can compromise **training data granularity and utility**



When data lacks detail, AI may rely on incomplete information & overgeneralize patterns, **increasing risk of bias**

Solution: Preservation of data granularity

Preserving data granularity can **help AI to learn a wider range of characteristics and patterns**



This can reduce the risk of AI making decisions based on broad group generalizations, **improving performance and reducing risk of bias**

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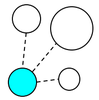
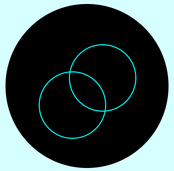
Unlocking new data sources and use cases across the insurance value chain



Risk and Actuarial

Enrich internal member data lakes with external claims, mortality, prescription, and SDOH data to tune actuarial models and risk scores



Research & Product Development

Ingest and link to data for specific disease and risk cohorts like those at risk for heart disease and cancer



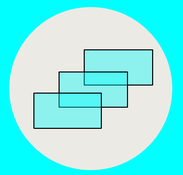
Population Health & Wellness Programs

Measure effectiveness of wellness apps and risk-reduction programs like workers compensation



Marketing

Refine customer segments and activate targeted marketing campaigns leveraging claims and SDOH data



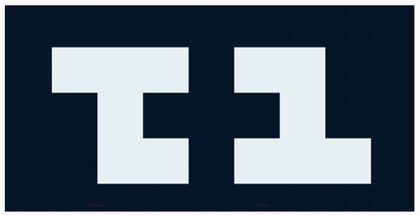
AI Training & Privacy

Enrich internal data with external data to train AI models across risk assessment, member insights, and/or fraud detection

PLUG AND PLAY

Sv summit

STARTUP PRESENTATION

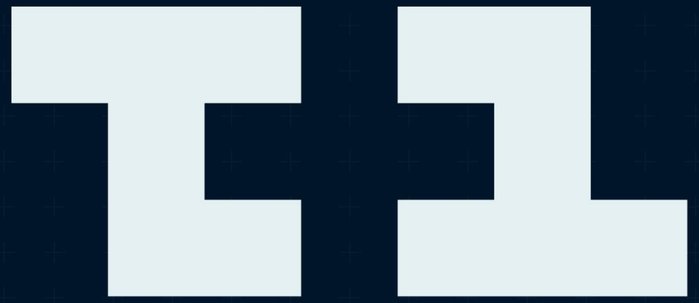


STARTUP NAME

The next gen actuarial model for life and annuities

#PNPTCSiliconValley

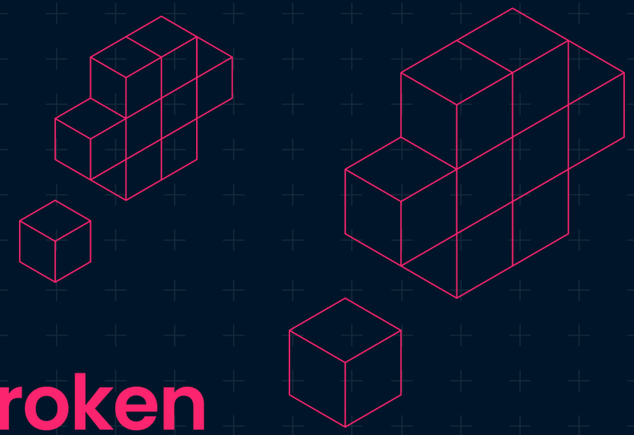
Join us at pnptc.com



The next gen actuarial model for life and annuities

Plug and play summit | November 2024

Close your eyes and imagine that...



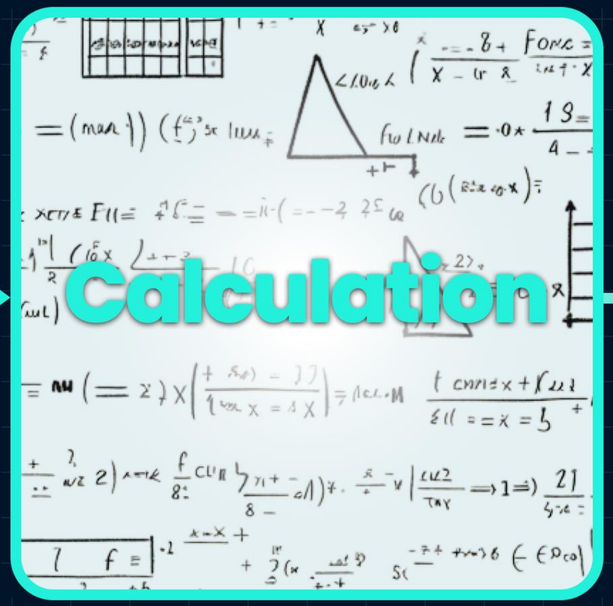
- … there's a niche but critical thing that's broken
- … in an important and huge global market
- … no one has been able to fix it
- … we've 100% solved it

The problem: Modelling long term products is hard



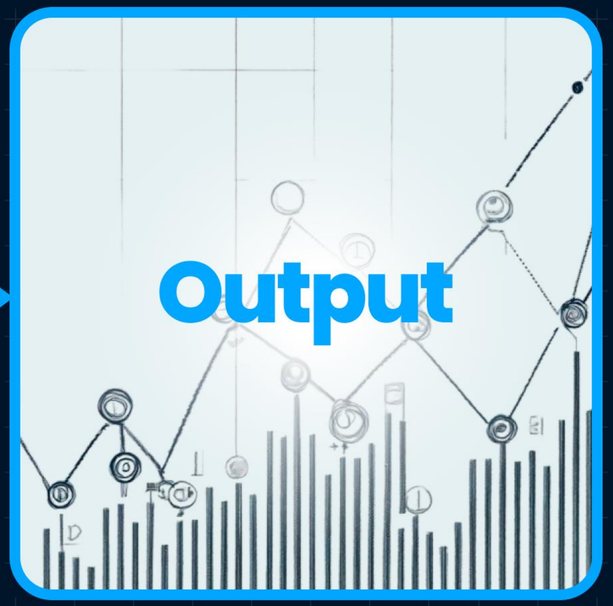
Multi-source and disparate

Integration problem



Computationally intensive

Efficiency problem



Requires interpretation

Visualisation problem

The problem: The solutions at the moment are bad

Not solved

Data

Integration problem

- Still highly manual
- Gap plugged by in-house tools
- But still very costly and slow

Partially solved

Calculation

Efficiency problem

- Engines coded in 90s
- Support ended
- Most are ‘self build’
- Do not scale well
- Cloud costs generally > USD 1m

Not solved

Output

Visualisation problem

- Generally no visualisation provided
- Time consuming to extract results
- Slow and costly

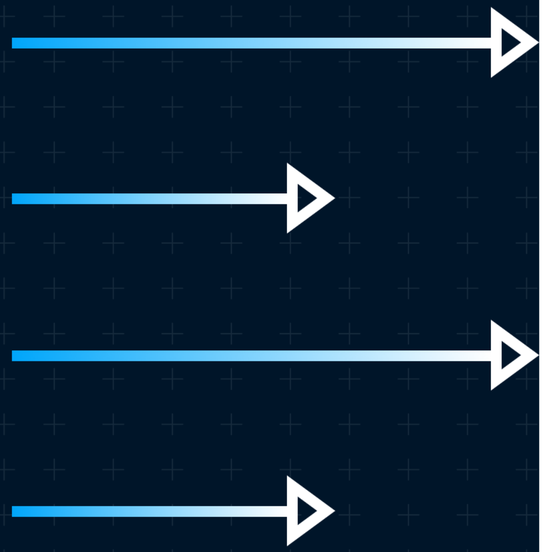
The problem: Mostly everyone hates their model

58%

model users **not satisfied** with modelling process **speed** and **usability**

4most June 2024 modelling survey

The problem: You can't move model even if you want to



Really really not solved

Migration

Costly and long

- Costs **> USD 1m** even for small migrations
- Sucks in resources creating a **huge distraction**
- Can take **as long as 8 years**

The solution: Our vision

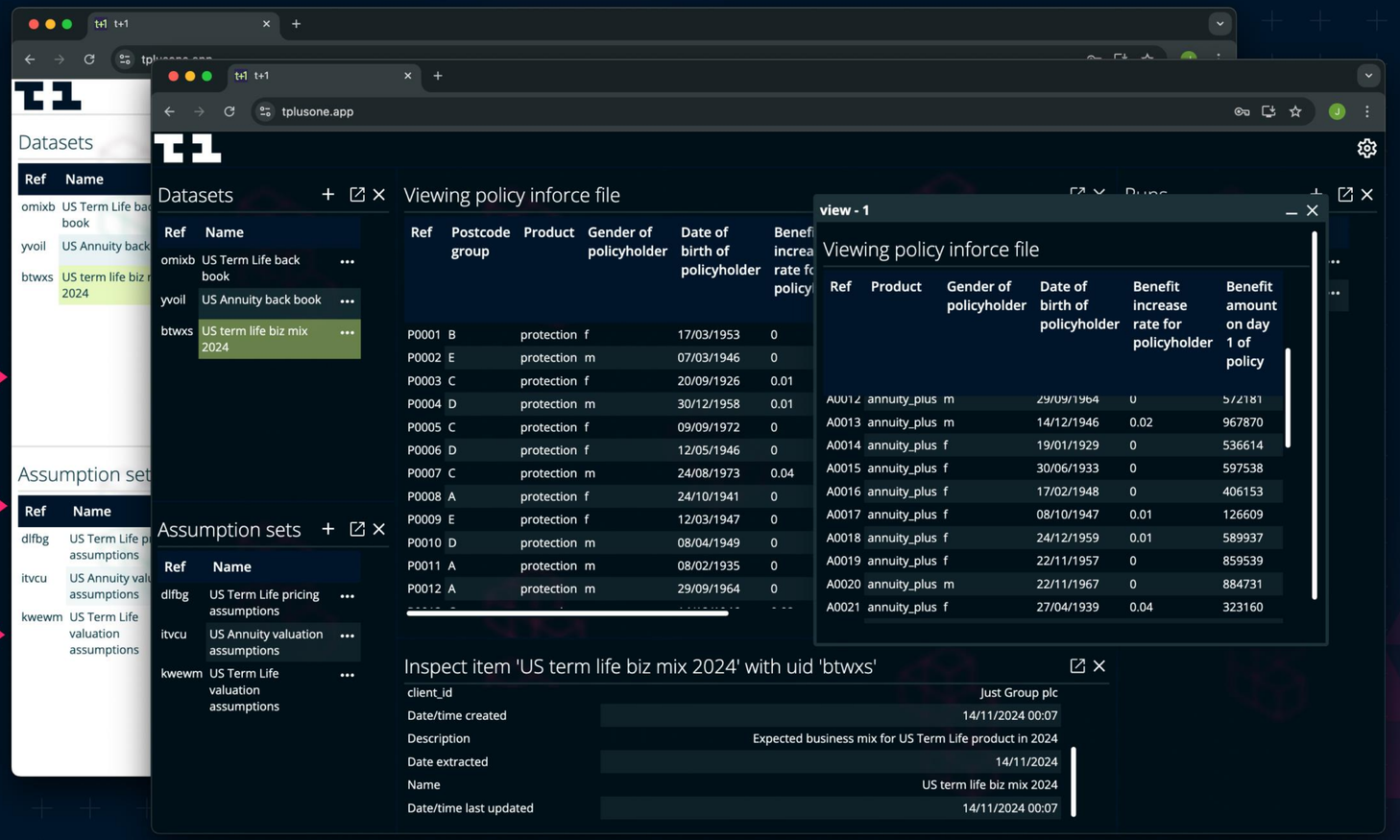
A **cutting edge**, **highly autonomous**, pricing, valuation and capital calculation solution that can be fully integrated into a carrier in **one day**

The solution: We automate lots of the data integration

Data

Easy to integrate

- Automatic interpretation, categorisation and annotation
- Adapts to client's format
- Auditable, collaborative, easy to use

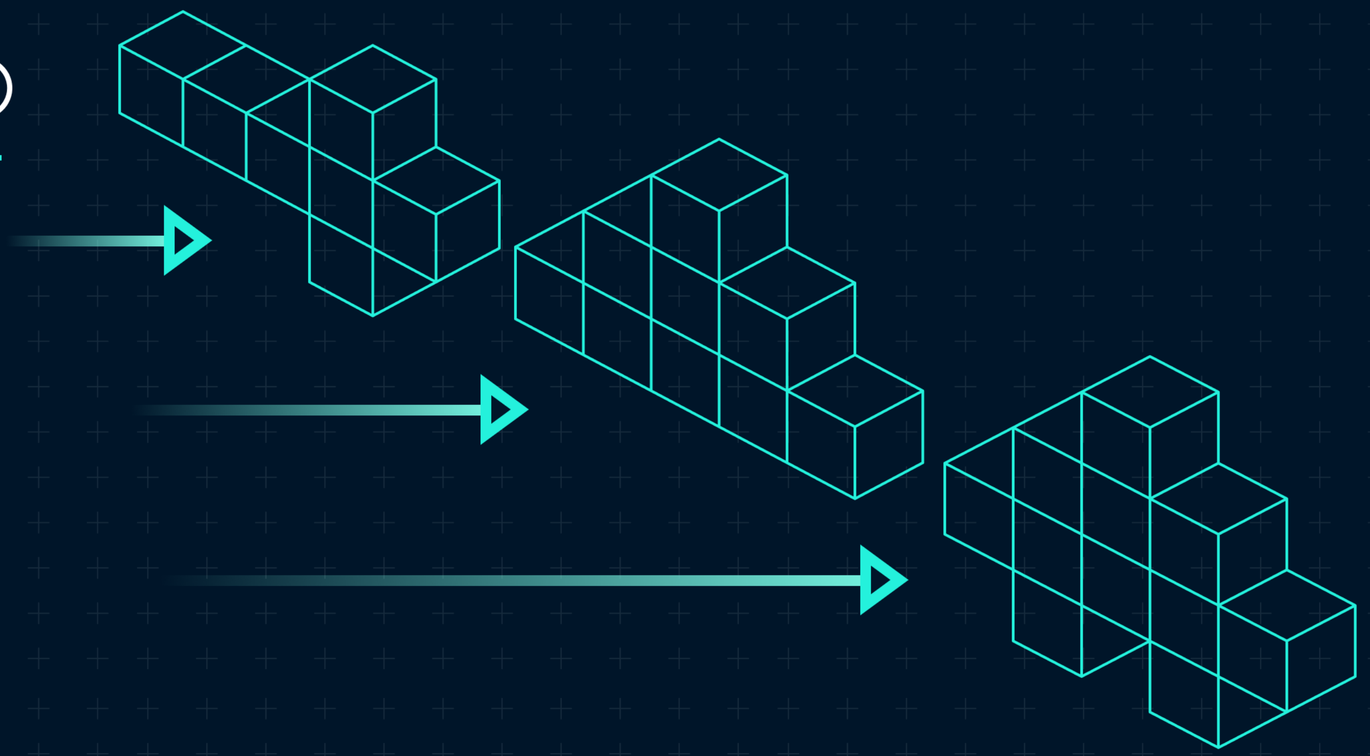


The solution: We run with unparalleled speed

Calculation

Efficient GPU driven

- 500x faster run times
- Centrally implemented and managed on t+1 cloud infrastructure
- Supported by a user friendly and browser based UI

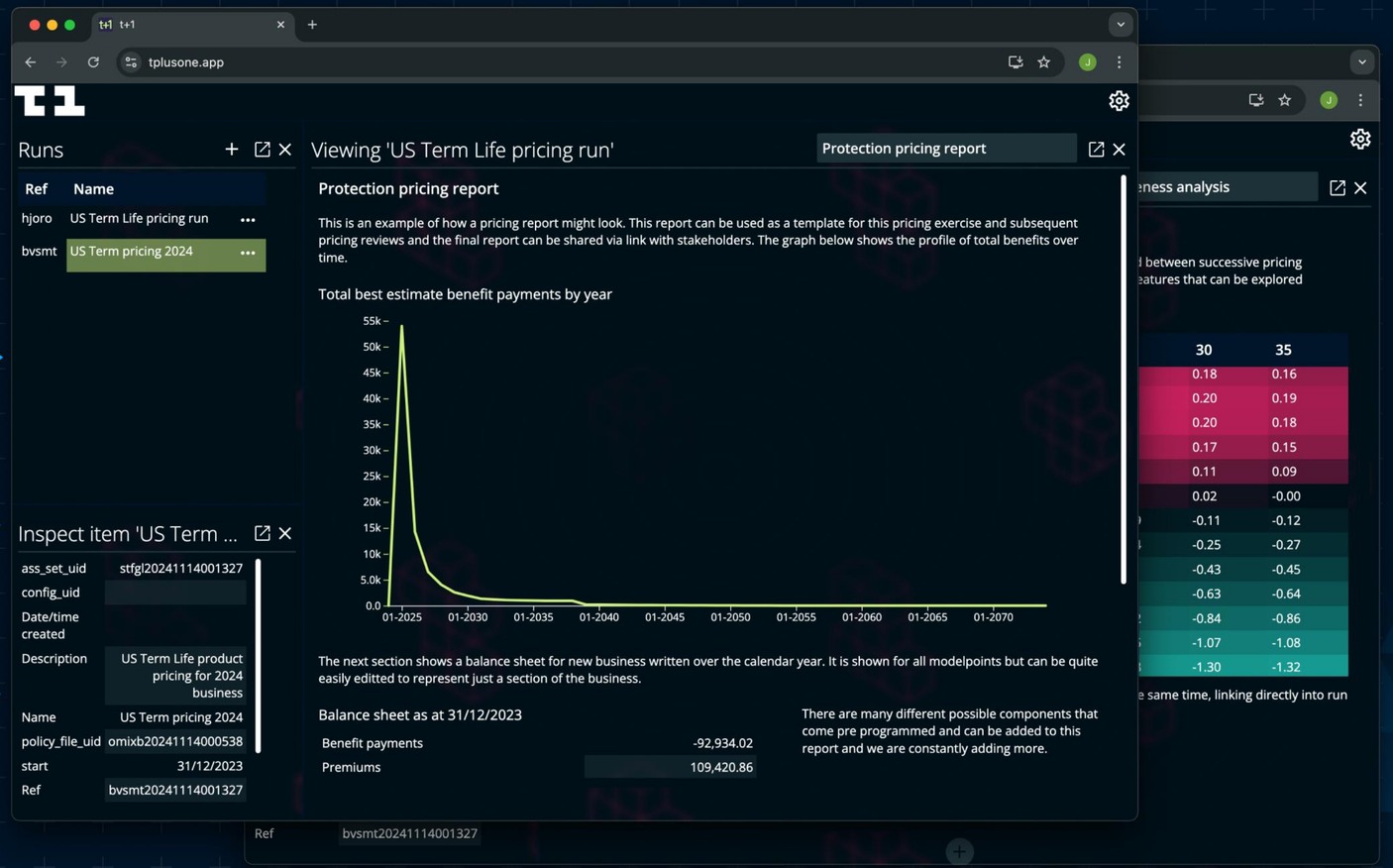


The solution: We've built customisable results

Output

Tailored to need

- Endlessly customisable results presentation
- Product pricing and analysis available instantly
- Financial results delivered direct to regulator's templates

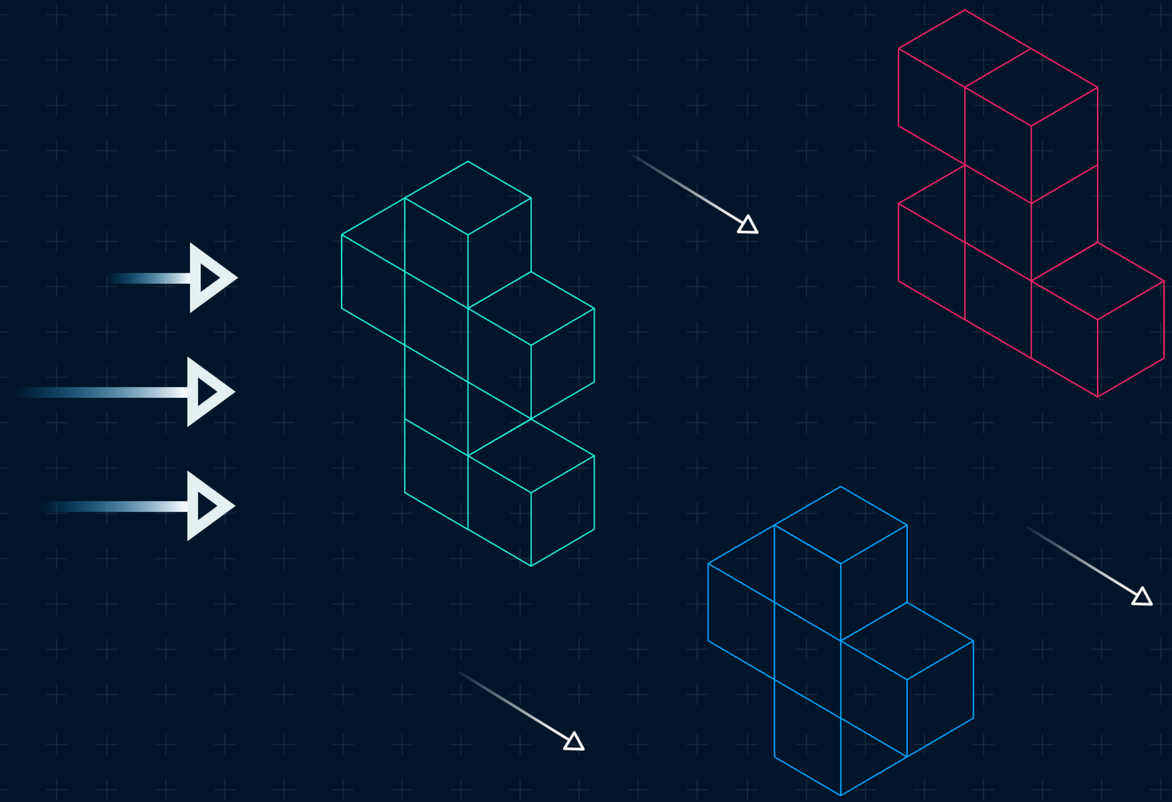


The solution: AND we implement within days

Migration

In days not years

- We are building tools to deliver full featured model solutions to clients within days, not years



The solution: What this means for carriers

60%

savings across model-related costs

$2.5m

average annual saving for carriers

Traction: Building trust, proving value, winning clients

We're building strong partnerships

"I've been really impressed by t+1. It can help a range of pricing and actuarial teams, and I've already recommended t+1 to one of our clients."

Head of Innovation UK and Ireland, Life & Health, SCOR

We're gaining the industry's trust

Insurtech of the year 2024



We're winning clients

- USD 100k in revenue from pilot with global reinsurer
- In approval process with a European insurer
- Strong UK pipeline, building out US and Europe

The team: Led by actuaries with 30+ years experience



Katie
Co-Founder and CEO



John
Co-Founder and CTO

With first hand modelling experience from:

Swiss Re · Vitality · PartnerRe · PRUDENTIAL · Legal & General

Expert advisors



Phil Zeidler
Co-Founder, DeadHappy
A serial entrepreneur who has set up and run various successful businesses in the insurance sector.
He has subsequently invested and supported a range of businesses, consulting to all sides of the insurance sector, many in partnership with a range of Venture Capital and Private Equity Houses.



Debbie Kennedy
CEO, LifeSearch
A life insurance executive with a wealth of international experience across the full value chain at AXA, Royal London, Liverpool Victoria, Capita and Swiss Re.
Now leading innovation in the distribution space and championing better quality, value and customer outcomes.

The ask: Come and speak to us if...

You're an investor that shares our vision

We're **raising our seed round** and would love to chat

or

You're a carrier who's excited about the future

Tell us about your ambitions and pain points, and we'll **demonstrate what we can do** for you

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STARTUP PRESENTATION

Genomate

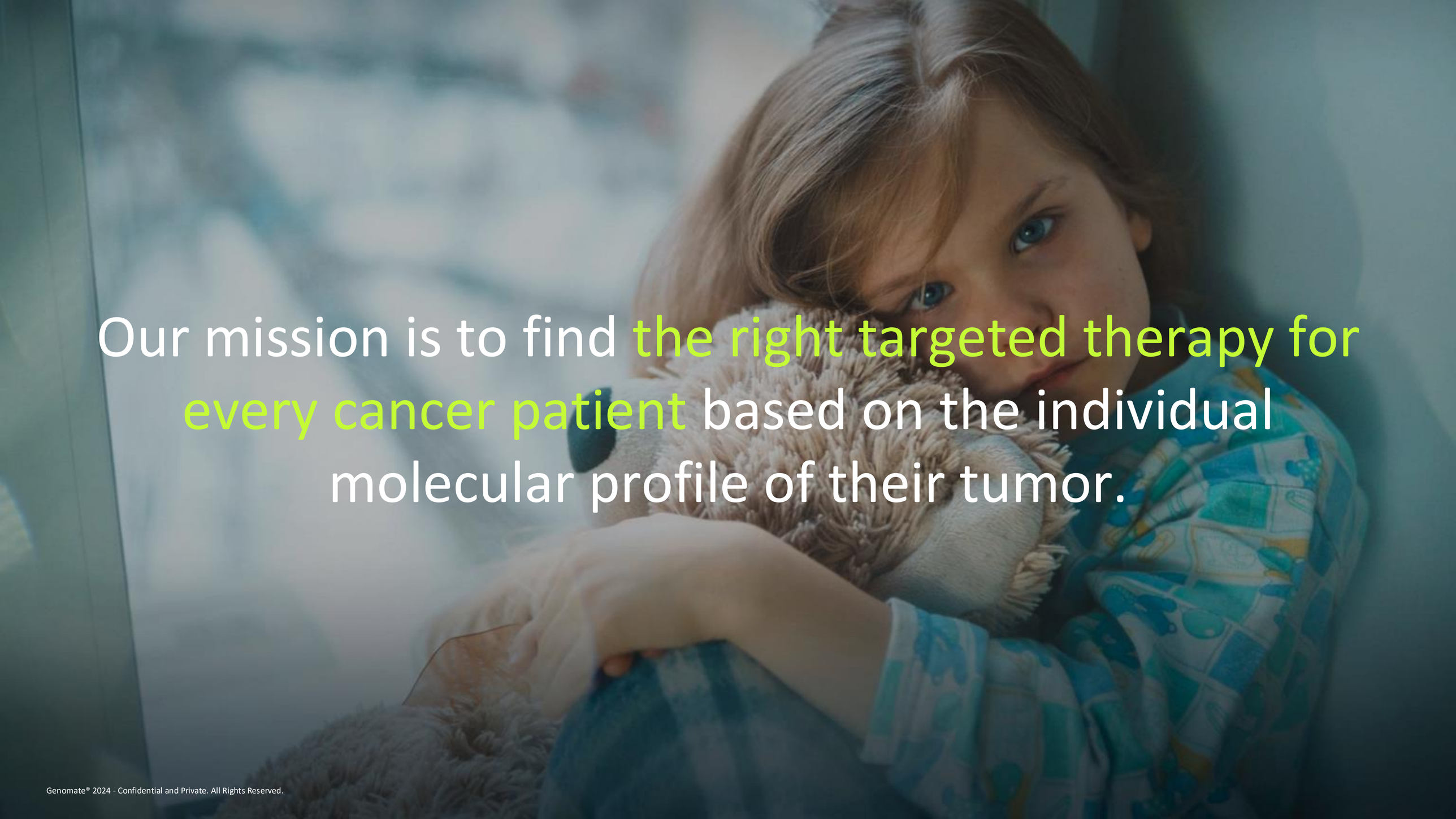
Genomate Health is a digital health company that develops computational (AI) solutions for personalized medicine.

Genomate®

The right drug. The first time. Every time.

Ioana Stupariu, LLM, JD
Co-founder and Chief of Staff Genomate Health

November 2024



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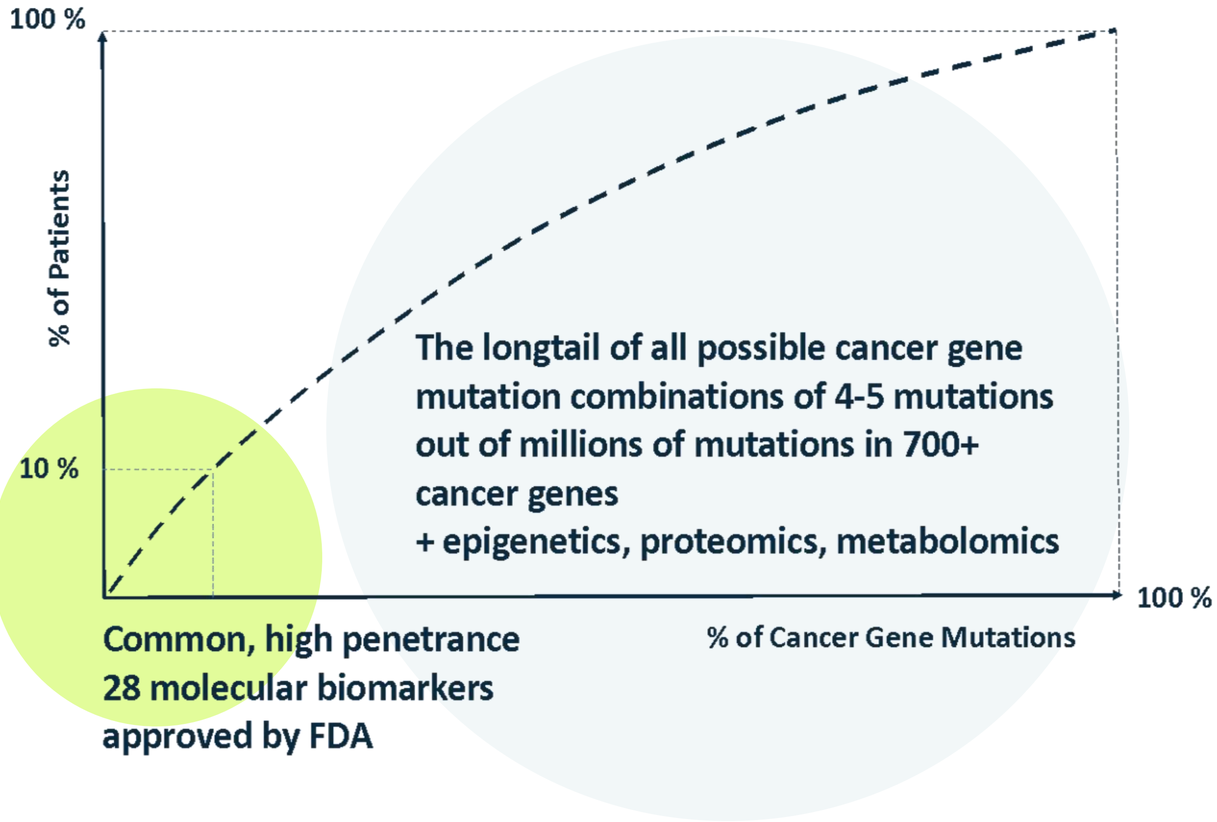
We can identify the **genetic cause in 95% of patients** today, but we will need **14,4 million years** to do all the clinical trials we need to match each patient with the best targeted therapy.



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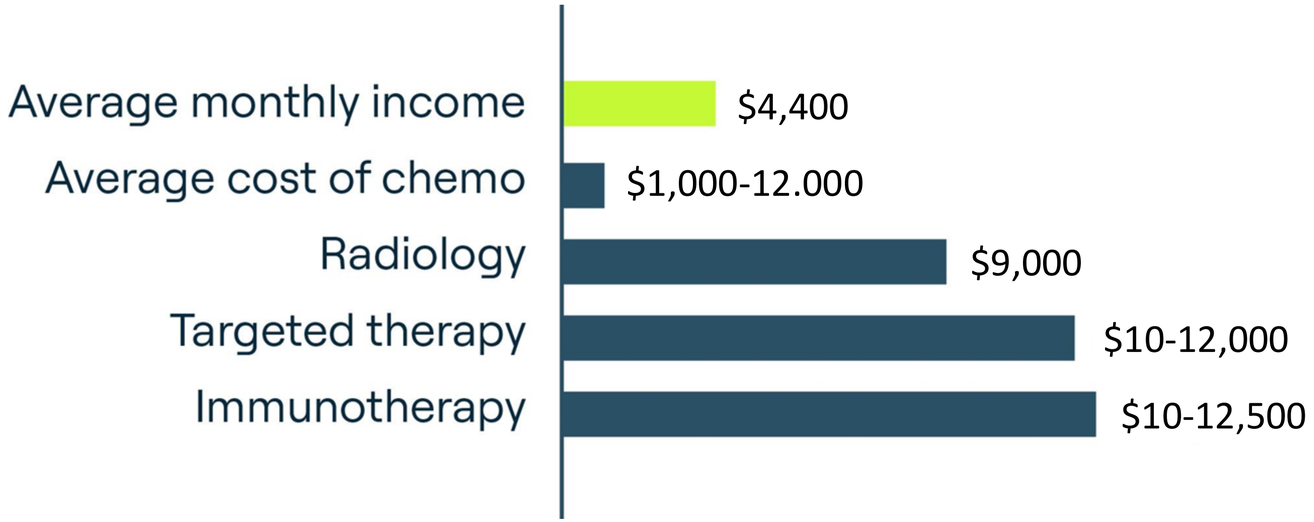
Patients have to deal with:

1. rampant treatment costs
2. ineffective and invasive treatments
3. the financial toxicity of the fight

Average Cost of Cancer Treatments per month



Source: High Cost of Cancer Treatment

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Source: NIH Financial Burden of Cancer Care

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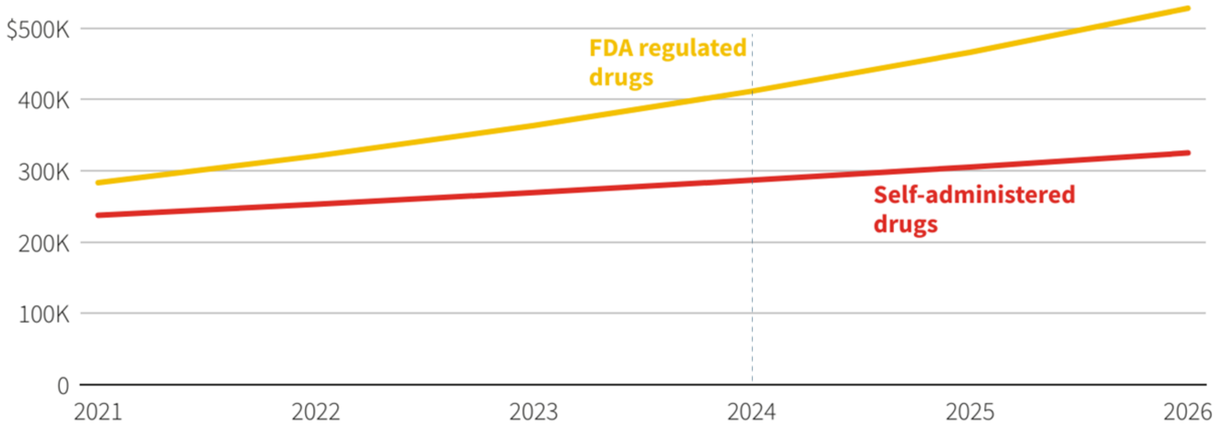
“In 2021, the price of therapy with a newly-launched cancer drug in the United States averaged $283,000”

U.S. cancer drugs set to get costlier

Despite the Inflation Reduction Act, launch prices of drugs treating various cancers are poised to rise in the coming years.



Note: 2021 is actual year-end data. FDA regulated drugs do not include CAR-T therapies.
Source: Office of U.S. Representative Katie Porter | Reuters, Nov. 2, 2022 | By Prinz Magtulis

Source: New U.S. cancer drug prices rise 53% in five years, Prices for new US drugs rose 35% in 2023, more than the previous year

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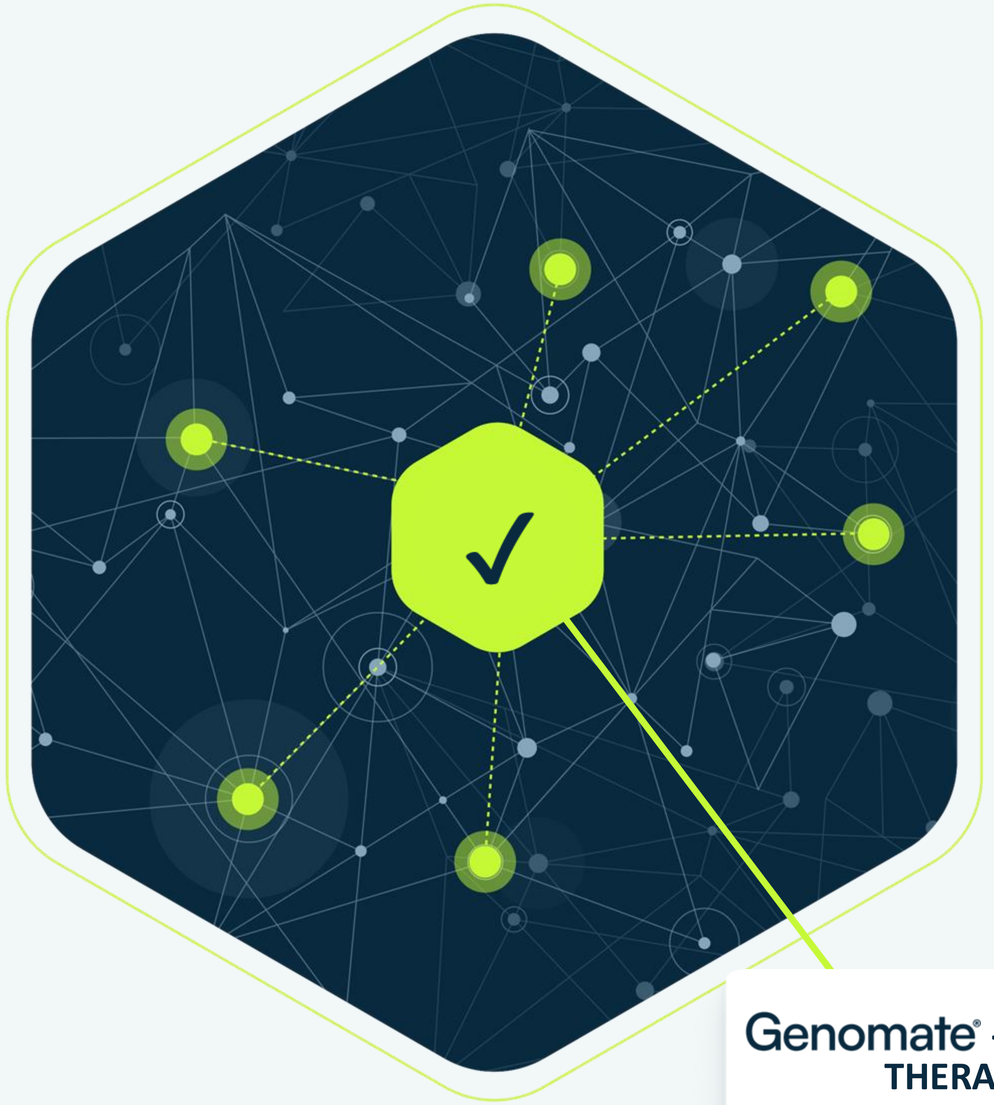

Genomate® -powered
THERAPY

Genomate®

The world’s first clinically validated computational intelligence engine for treatment planning in precision oncology.

We have developed a software that can standardise and scale evidence-based precision oncology.

It can predict responses to thousands of targeted therapies based on millions of genetic biomarker combinations, resulting in efficient personalized treatment for each patient.

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What do we offer?

GENOUS™

Ready-to-use service package to offer each cancer patient **access to precision oncology today**:



Molecular sequencing of the patient’s tumor to understand its behavior and vulnerabilities;

+



Genomate analyzes the full spectrum of the patient's molecular data to generate a report;

+



Genomate Report interpretation with a Molecular Tumor Board for a personalized review;

+



Live consult with the patient’s oncologist to help them make informed, evidence-based treatment decisions for the best outcomes.

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Adding value to your offering

Lead with Innovation-Focused Cancer Coverage Policies

Our solutions give your offerings a competitive edge, providing access to personalized, data-driven cancer care that appeals to modern consumers seeking premium health solutions.

Provide Cutting-Edge Comprehensive Cancer Care for All Clients

Our technology delivers a streamlined, expert-led cancer care package, incorporating advanced diagnostics and second opinions that simplify complex care decisions, regardless of location.

Better Outcomes and Controlled Costs

Precision cancer treatments improve survival rates and quality of life by targeting only effective therapies, reducing side effects and unnecessary treatments for long-term cost efficiency.

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ASCO Breakthrough

GET IN THE RING



MAYO CLINIC PLATFORM



MAYO CLINIC PLATFORM_ACCELERATE

PLUGANDPLAY

CANCERX™

PMC PERSONALIZED MEDICINE COALITION

NVIDIA INCEPTION PROGRAM

...and more to come!

Genomate®

Contact us to learn how an offering including Genomate can help grow your business.

ioana.stupariu@genomate.health

+1(617) 669-3238

1 Broadway, Cambridge, MA 02142, United States

www.genomate.health

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Xcela AI

Transforming Life Insurance Distribution with Xcela AI

#PNPTCSiliconValley

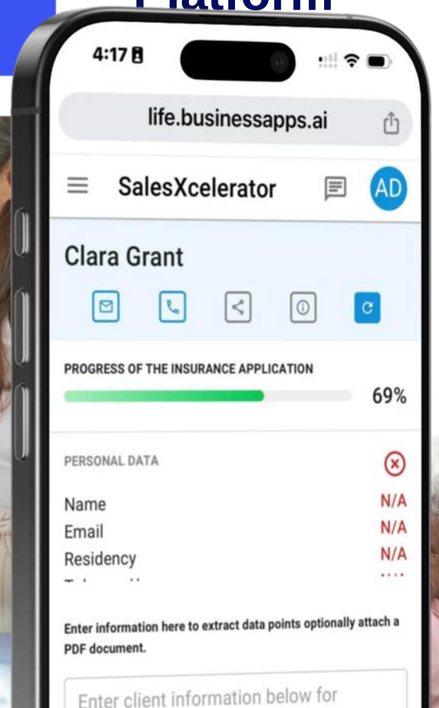
Join us at pnptc.com

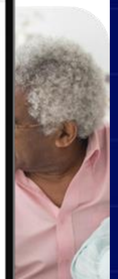




Trustworthy
AI Native
Platform



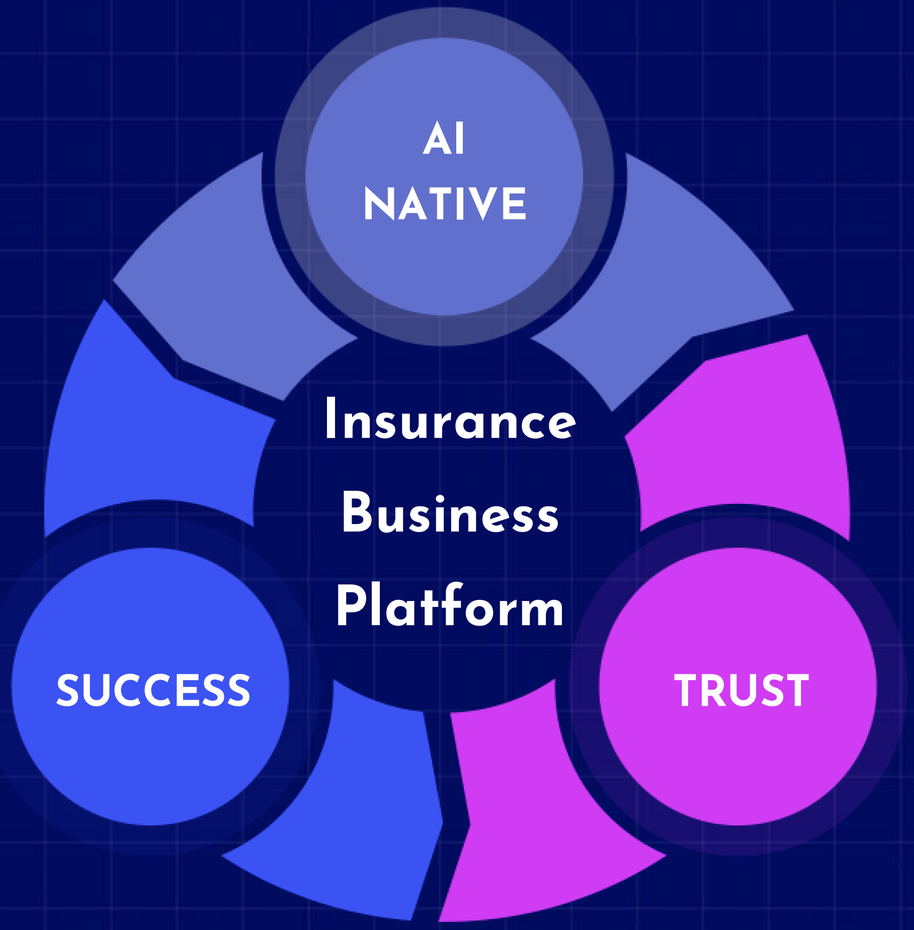




xcela.ai

Transforming Life Insurance Distribution with Xcela AI

2024



20 Co-design Partners

Agents and Brokerages

OUR TEAM



ANGUS DUNN
FOUNDER & CEO



NICK BOWMAN
CO-FOUNDER & HEAD OF SALES



XUEJUN TAO
CO-FOUNDER & CTO

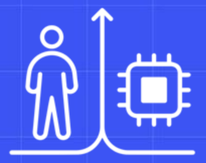


GIRISH MANWANI
ADVISOR

Are you prepared for the AI transformation?

Insurance Distribution will look Completely different in the next 10 years

AI IS POWERING ALL INSURANCE PROCESSES

TODAY	TOMORROW
	
Human Workforce	Human + AI Workforce
	
Business Platform	New AI Business Platform

SELLING INSURANCE IS VERY INEFFICIENT TODAY

Documents

1000s of pages of documents, application forms, underwriting guides, medical records, emails, websites

Manual and low value tasks

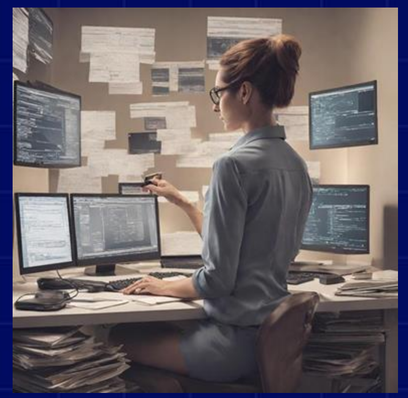
Laborious processes, manual review of documents, error prone

Fragmented point solutions

Inquiry PDF forms intake, electronic health record portals, prescription check, CRM, Case and Policy Management









DELIVER OPERATIONAL EFFICIENCY

Ingest - AI-powered data intake

Streamlines manual data collection, eliminating missed meds or doctors, and ensuring HIPAA compliance.

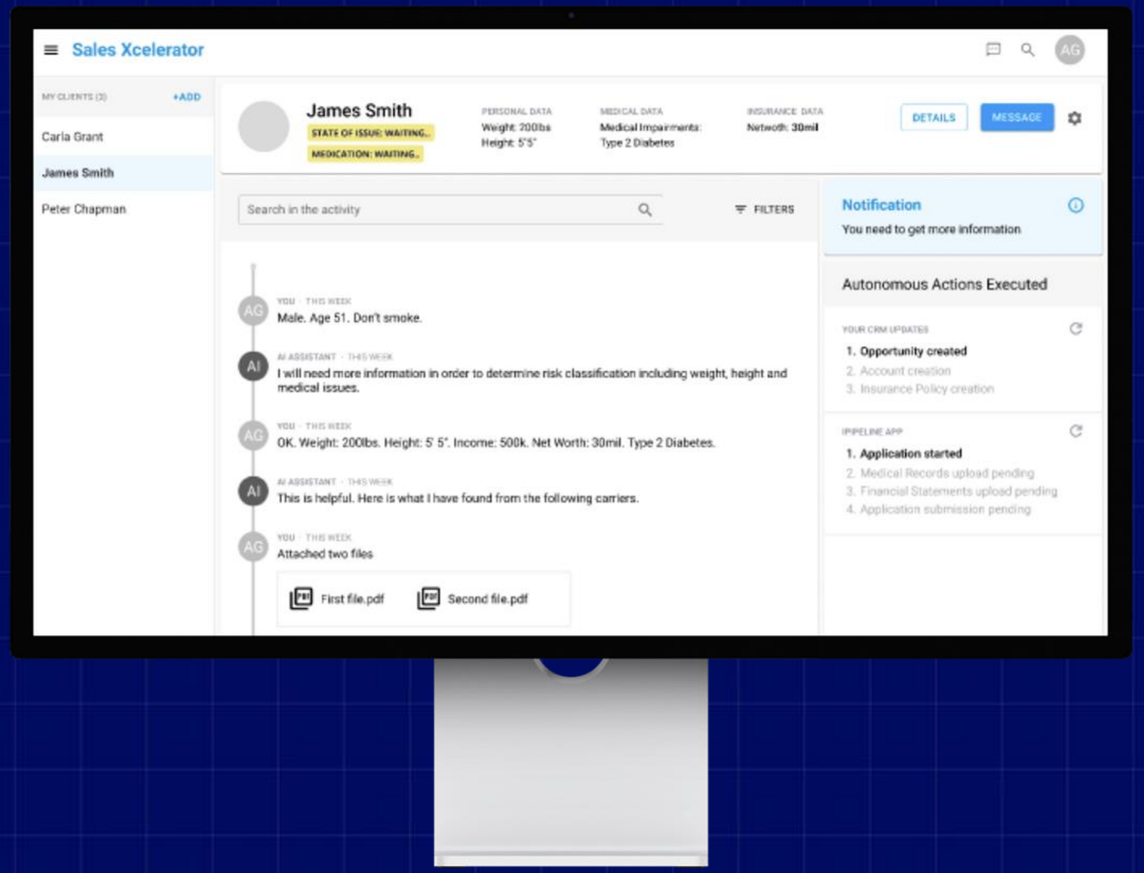
Decode and Decide - Decision Support

Minimize manual review, eliminate unnecessary round trips and reducing delays.

One integrated platform

Integrate with your infrastructure
Minimize TCO, Ease of deployment

Target the challenges of processing insurance applications - from intake to underwriting readiness



CASE STUDY:
DISTRIBUTION - INFORMAL APP

1 case: 17 hours → < 3 hours



XCELA AI AGENT

APPLICATION INTAKE

Compliant AI informal applications for Agents and Brokerages



App Assessment

Client Info Intake

- Informal Intake PDF forms
- RxCheck, Electronic Health Record
- HIPAAs



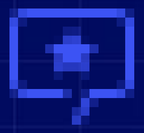
Underwriting Support

Field Underwriting

- Decode Risk Data Points
- Risk Assessment
- Medical Classifications
- Recommended Next Steps
- Decision Support



Operation Efficiency



Customer Relationship



Net Promoter Score

Thank you

Partnerships

Insurance Carriers & Brokerages

Join our co-design partner program today!

Investors

Investment Opportunity

info@xcela.ai

www.xcela.ai

PLUGANDPLAY

Sv summit

STARTUP PRESENTATION

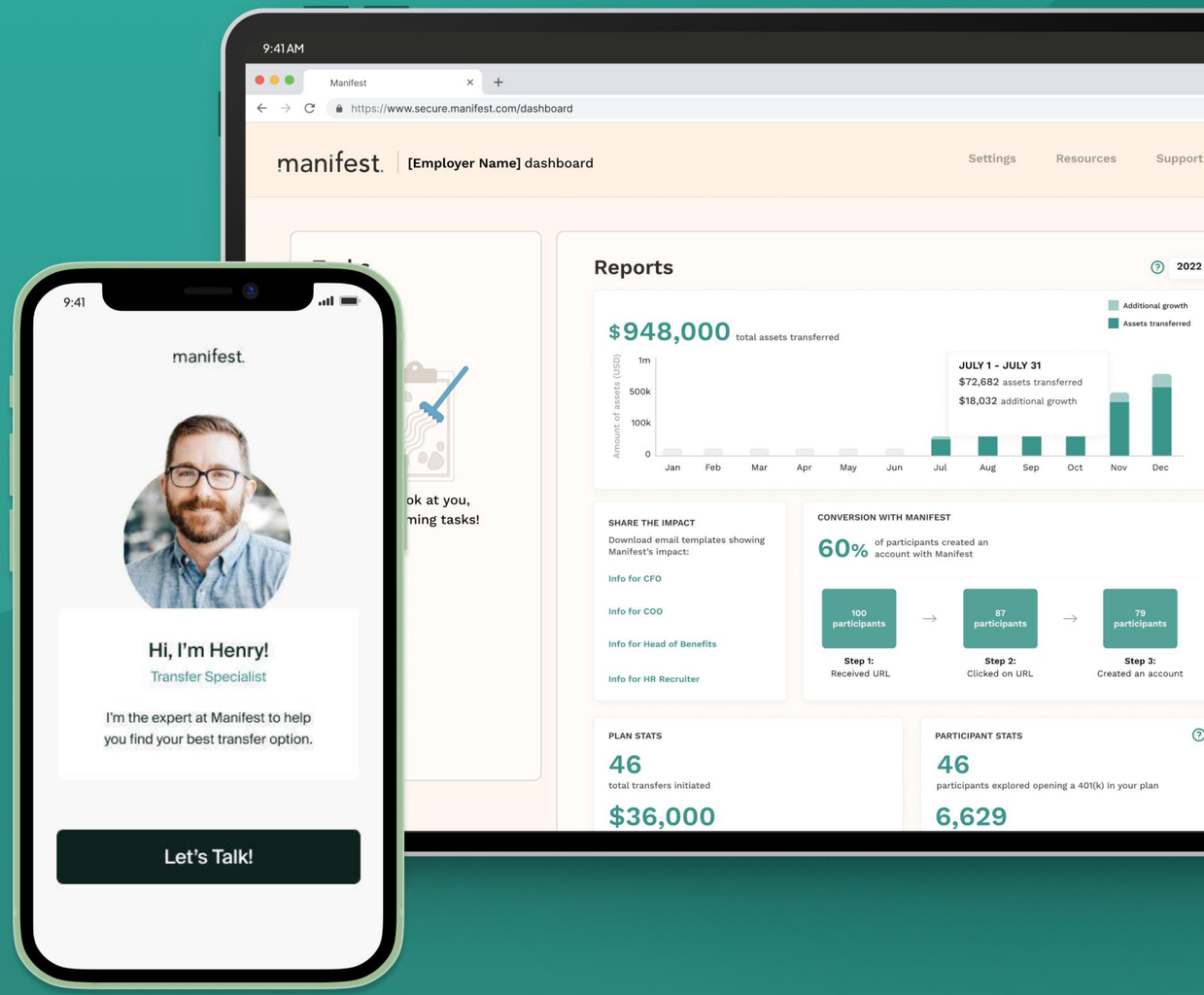
manifest.

Manifest

Manifest provides solutions for maximizing retirement outcomes.

manifest.

Gain new users and assets by using Manifest



hello@usemanifest.com

Our Team



Anuraag Tripathi
CEO | Co-founder

Meenakshi Lakshmanan
CTO | Co-founder

20+ years retirement experience

6M+ participant accounts

PSP PARTNERS

GingerBread CAPITAL

Pritzker Group VENTURE CAPITAL

Financial Solutions Lab | JPMorgan Chase & Co.

THE UNIVERSITY OF CHICAGO

GSV AcceleraTE

Select Investors

Meet Katie

3 old accounts worth $57K

Inactive participant

Mother of 3

47 years old



$2T

Cash out

Cashed out for non-emergencies reasons in the last five years

2.8

Leave it as is

Average number of old accounts left behind

89%

Transfer out

1 in 10 people who start the transfer process, don't finish

Meet Katie

3 old accounts worth $57K

Inactive participant

Mother of 3

47 years old



Majority

$2T

Cash out

Cashed out for non-emergencies reasons in the last five years

2.8

Leave it as is

Average number of old accounts left behind

89%

Transfer out

1 in 10 people who start the transfer process, don't finish

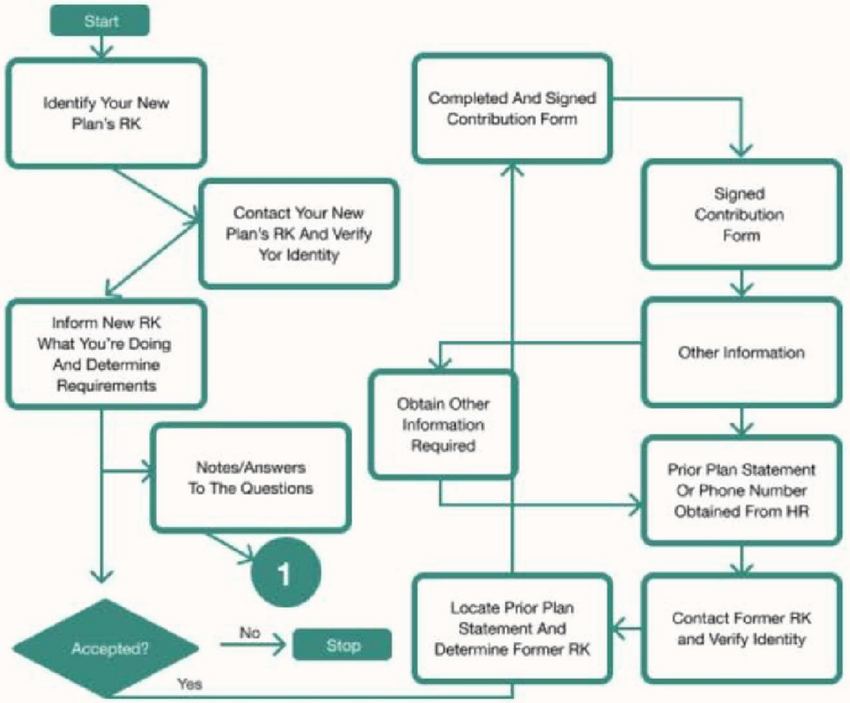
Minority

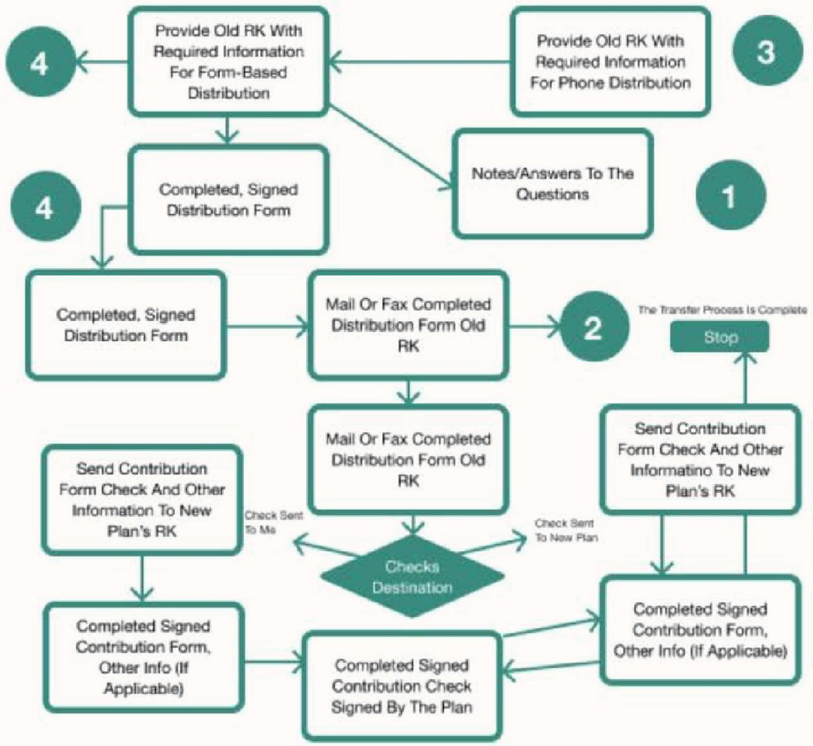
60 days 7 hours

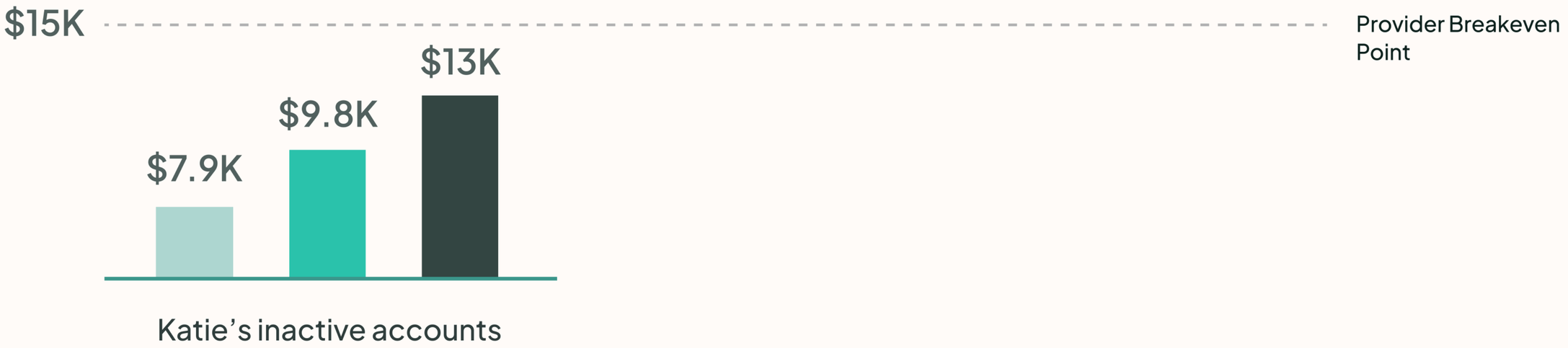
89% of people who start a rollover, don't finish.

Today's manual transfer process

- Terminology
- Decisions
- Admin Hurdles

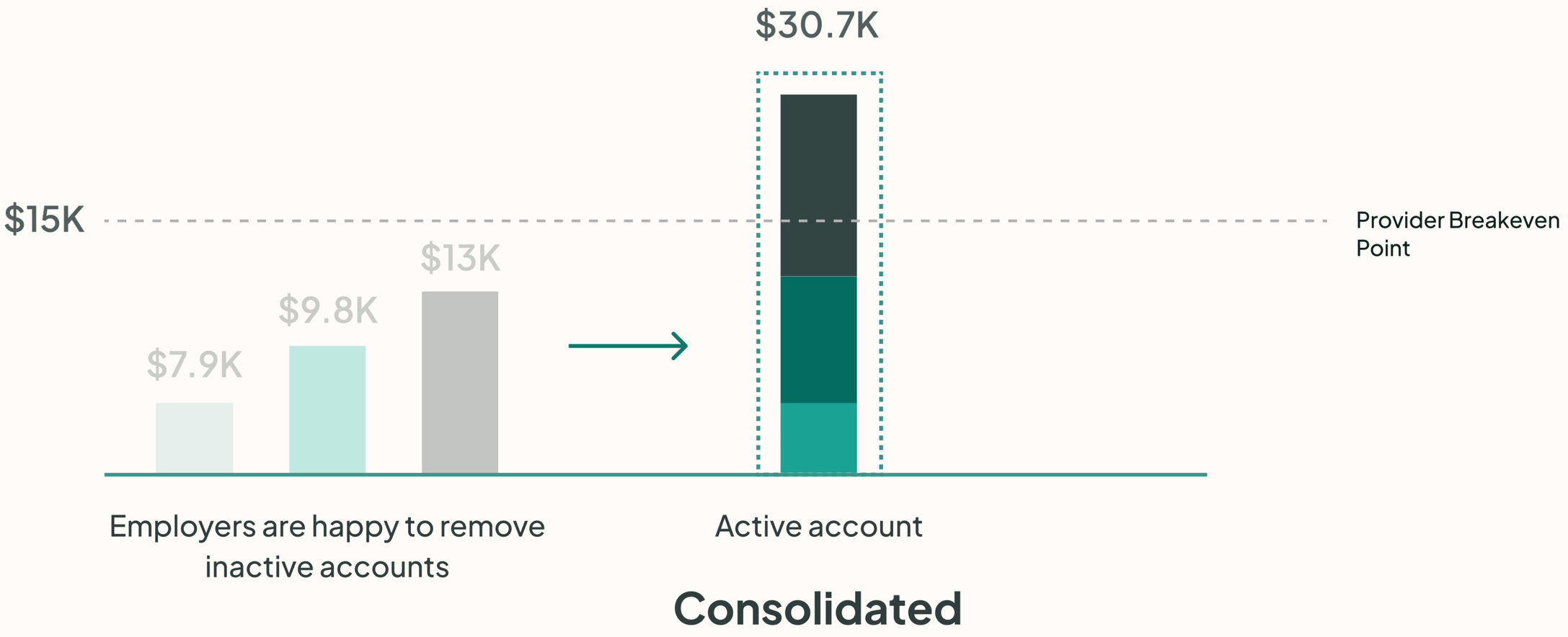






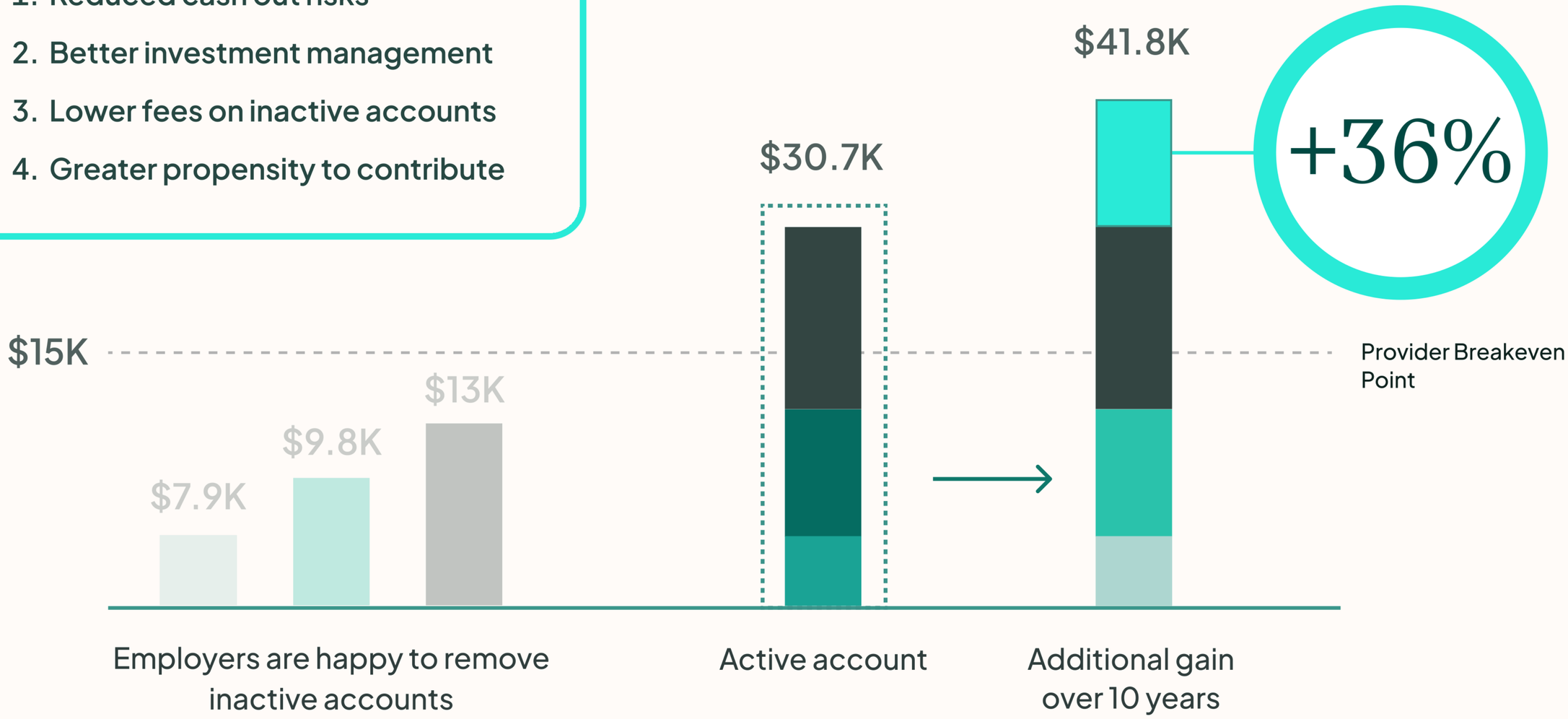
Cost $72 / year per account

Returns on investments are not guaranteed. Investment performance depends on various factors, including market conditions and individual investment choices.



Returns on investments are not guaranteed. Investment performance depends on various factors, including market conditions and individual investment choices.

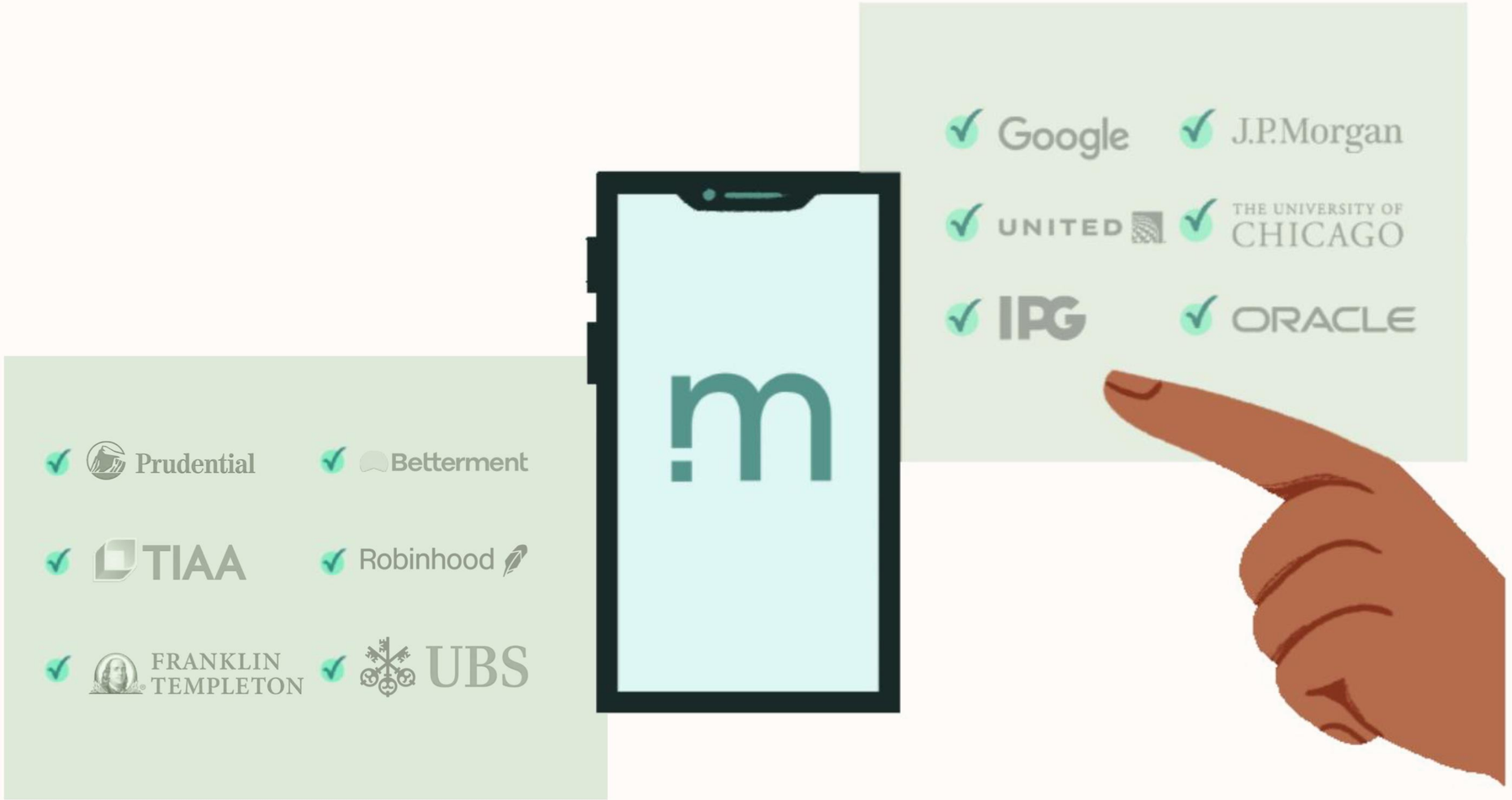
1. Reduced cash out risks
2. Better investment management
3. Lower fees on inactive accounts
4. Greater propensity to contribute



Maximize benefits

Returns on investments are not guaranteed. Investment performance depends on various factors, including market conditions and individual investment choices.

Manifest's Traction



Logos belong to each respective company.

Manifest’s Impact on Plans

1. Increased average account balances



Results based on Washington University in St. Louis case study on Manifest transfers. Results may vary based on the employer.

Manifest’s Impact on Plans

① Increased average account balances

+$13,450

② Increased propensity to contribute

3.3x for younger employees	2.5x for women
+41% for minorities	+32% for lower-income earners

54%

Results based on Washington University in St. Louis case study on Manifest transfers. Results may vary based on the employer.

Manifest's Impact on Plans

① Increased average account balances

+$13,450

② Increased propensity to contribute

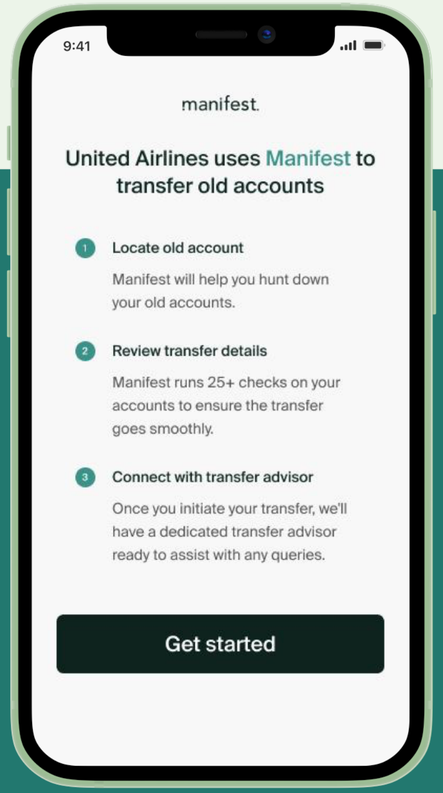
3.3x for younger employees	2.5x for women
+41% for minorities	+32% for lower-income earners

③ Decreased cash out risks



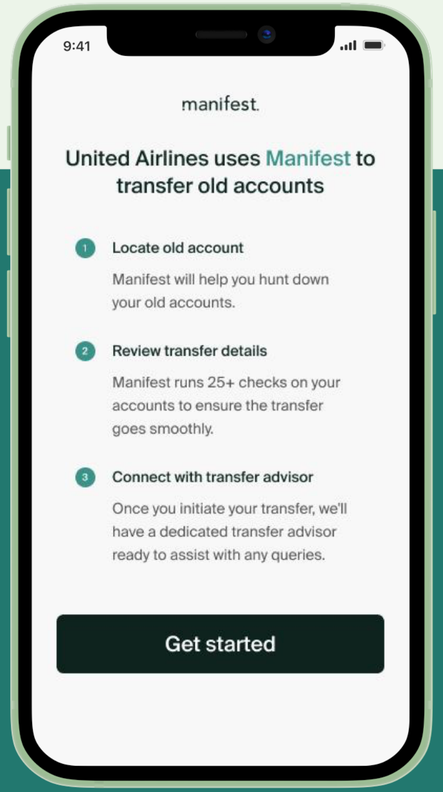
Results based on Washington University in St. Louis case study on Manifest transfers. Results may vary based on the employer.

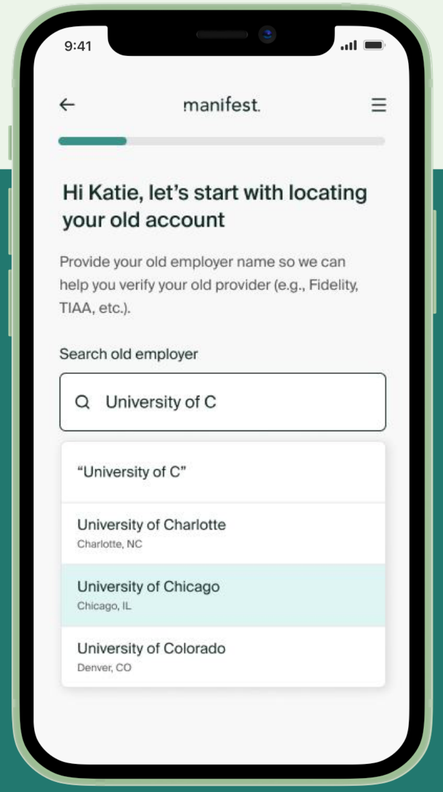
Participant transfers simplified into less than 10 minutes!



1 Create an account

Participant transfers simplified into less than 10 minutes!

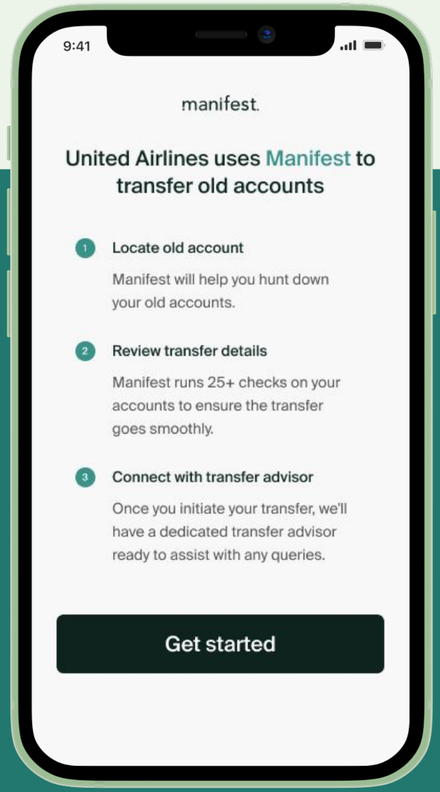


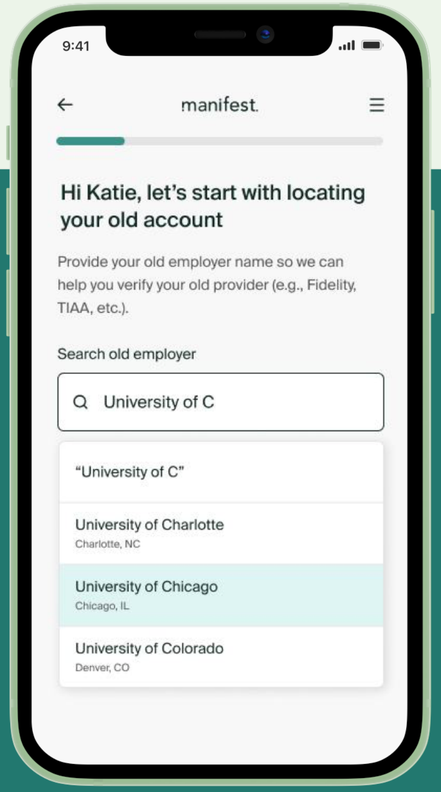


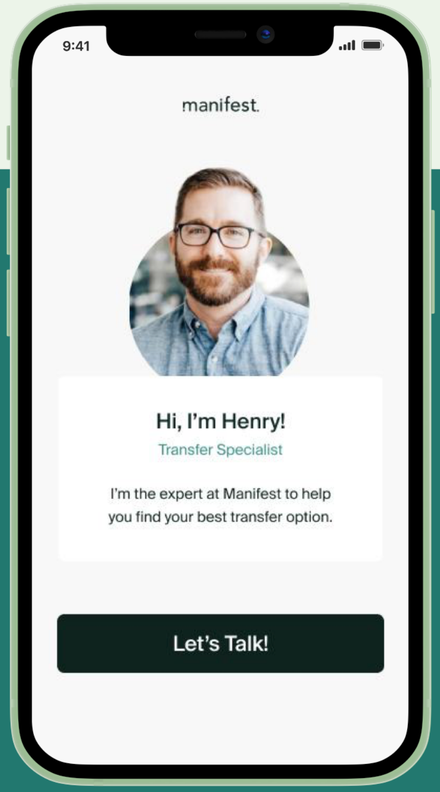
1 Create an account

2 Locate old accounts

Participant transfers simplified into less than 10 minutes!





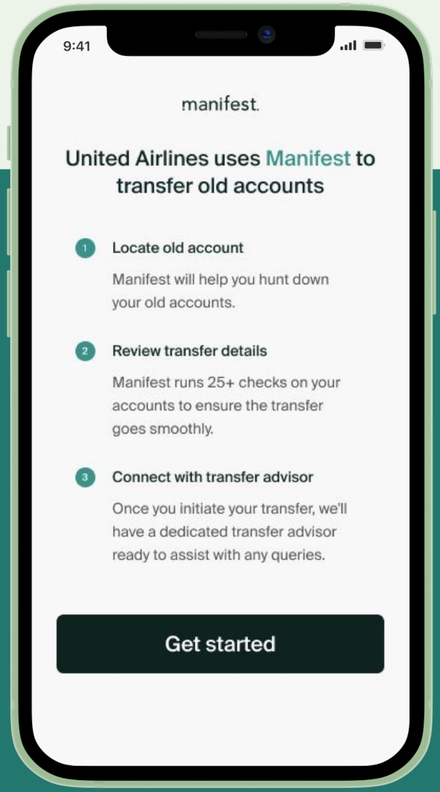


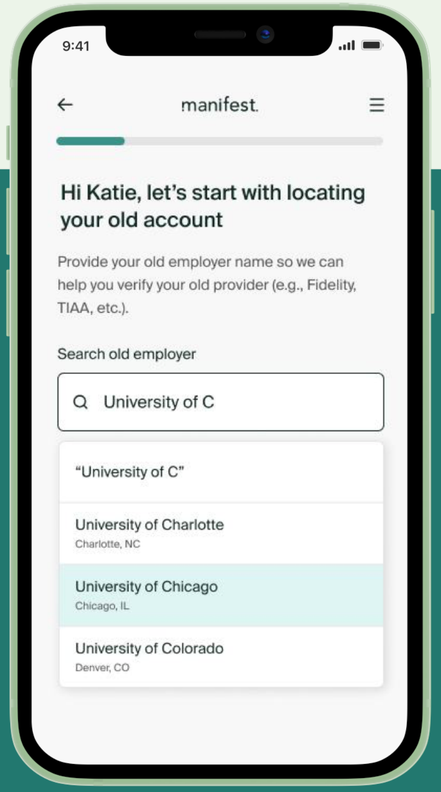
1 Create an account

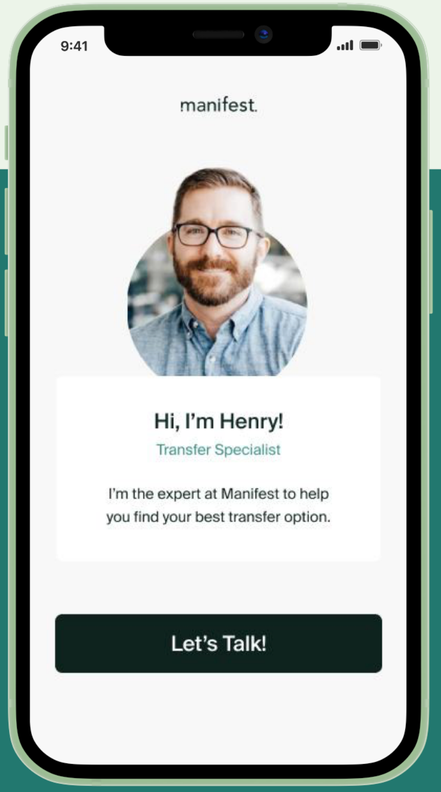
2 Locate old accounts

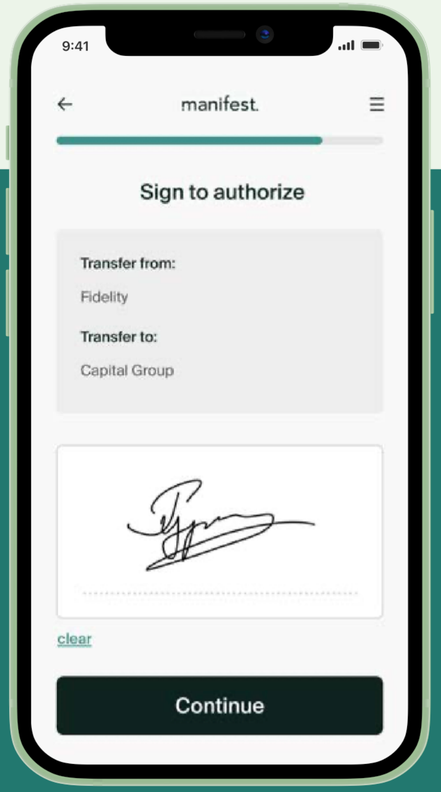
3 Decide on a destination

Participant transfers simplified into less than 10 minutes!









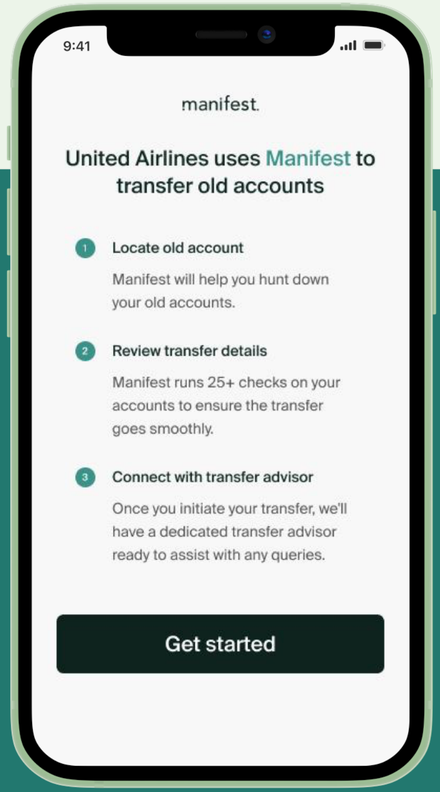
1 Create an account

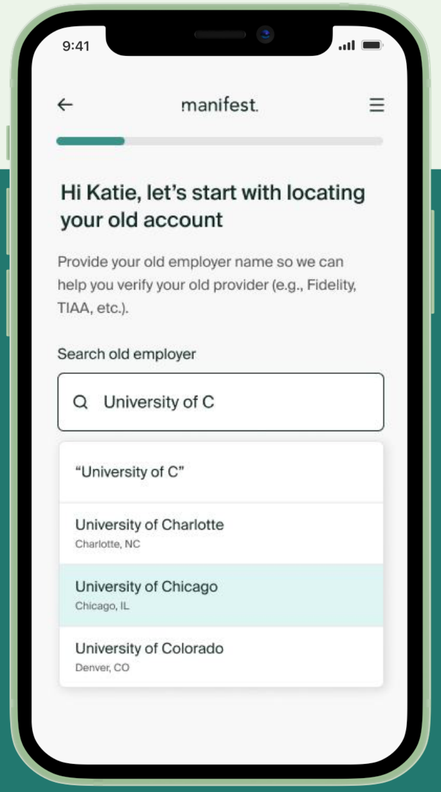
2 Locate old accounts

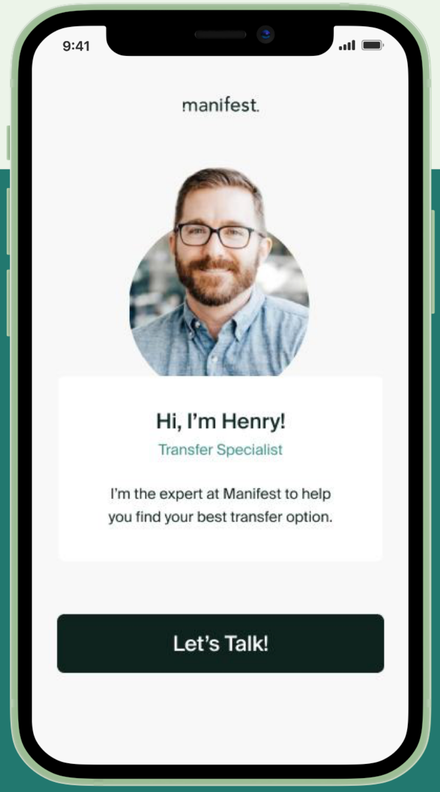
3 Decide on a destination

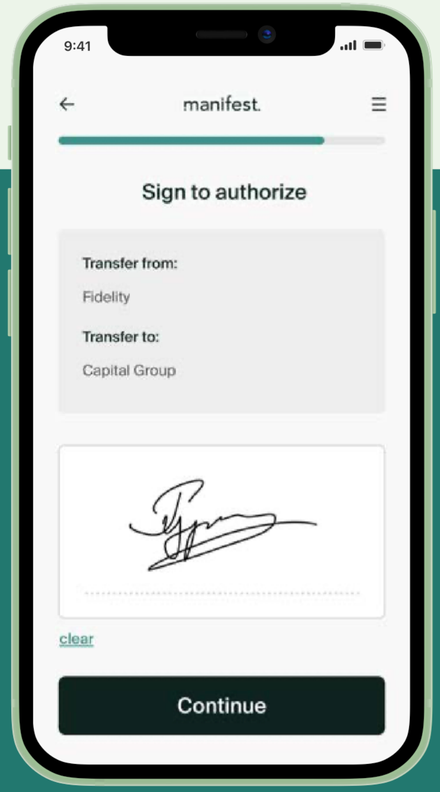
4 Initiate the transfer

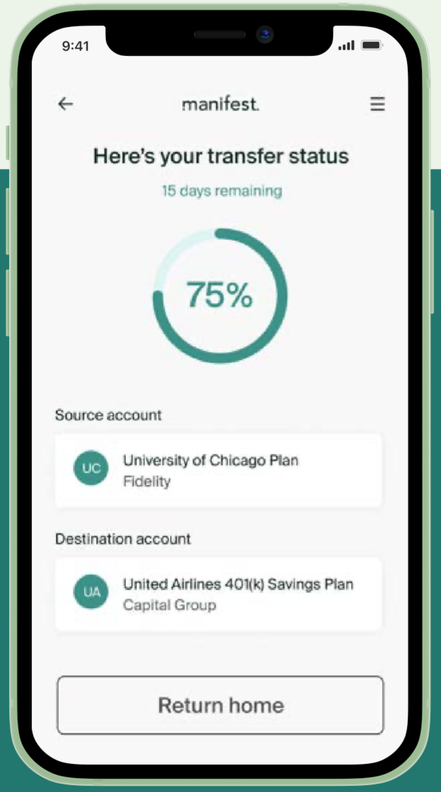
Participant transfers simplified into less than 10 minutes!











1 Create an account

2 Locate old accounts

3 Decide on a destination

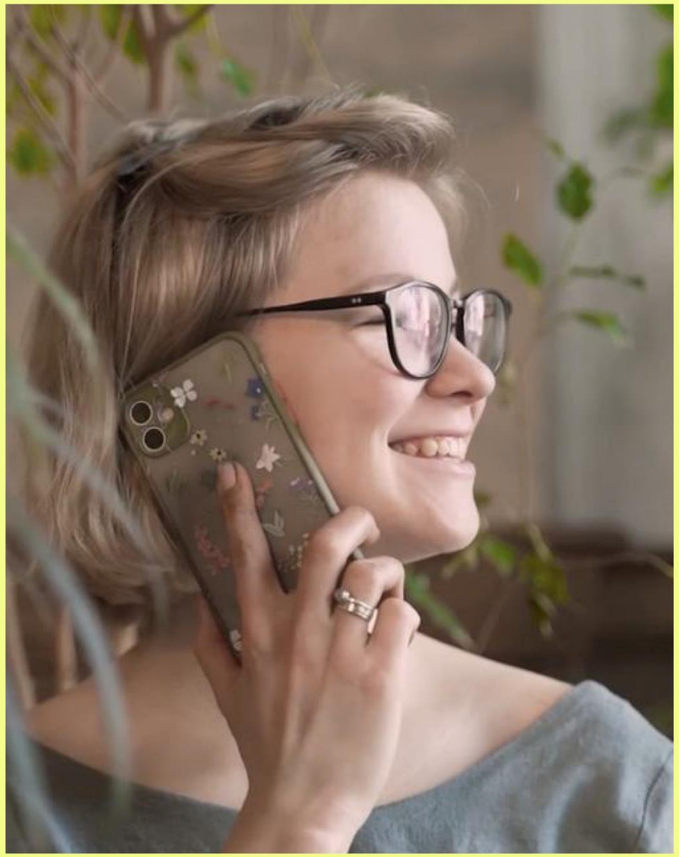
4 Initiate the transfer

5 Monitor the status

Participant Outcomes

Users transferring with Manifest

- Effortless
- Confident
- +$8,800 in savings



92+

NPS Score

Participants are very grateful to their partners for Manifest

7

Minutes

Instead of 8 hours, users spend less than 10 minutes transferring

$57k

Starting Balance

Manifest's median account balance per transfer

Savings growth is not guaranteed. $8,800 is the average participant growth rate due to consolidation. Individual results may vary.



Designed for maximum ROI

Easy Communication

Target users when and where they need to consolidate their accounts

Lower Transfer Cost

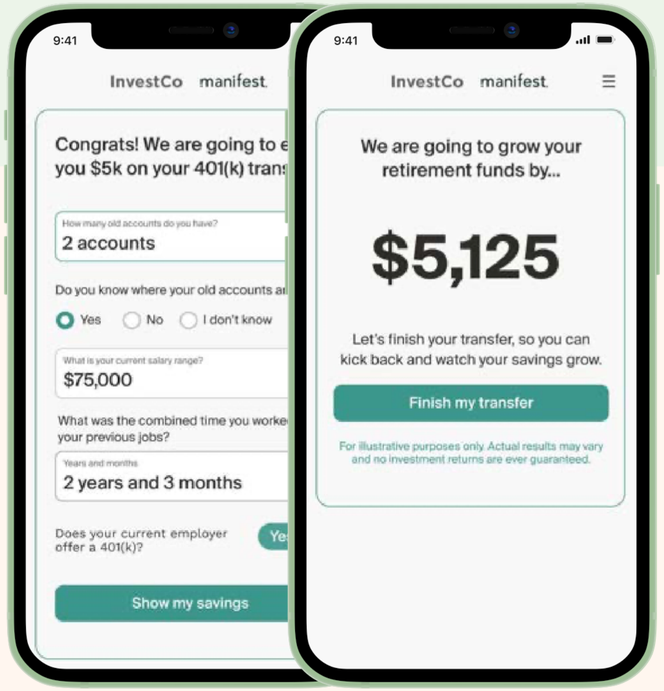
Digitizing transfers can reduce operations burdens, increased accuracy, and increase customer satisfaction

Immediate ROI

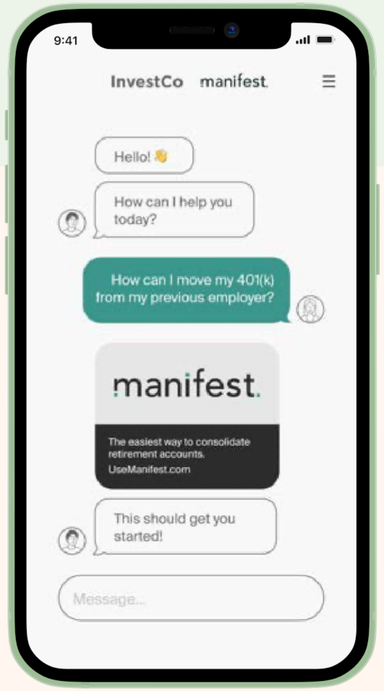
Manifest's business model has a positive ROI per transfer

Turn Education into Action

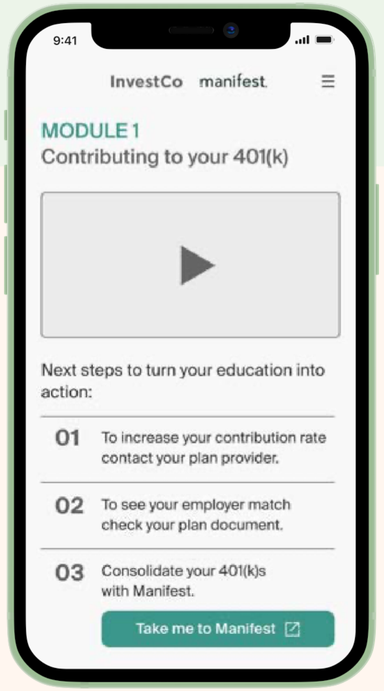
33% of participants engage Manifest within 60 days of switching jobs



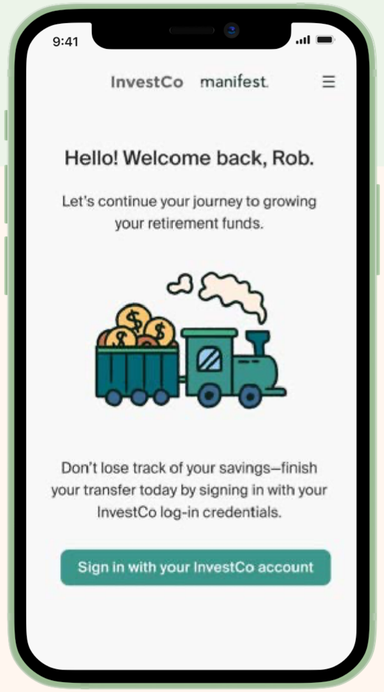
1. Widget



2. Link



3. Button



4. Embedded

Expansion | Northwestern Mutual

Beyond Transfers

The three ways to increase balances in a retirement plan: employer match, employee contributions, and market gains. Manifest has invented the fourth.

Financial Literacy

87% of participants interacted with Henry

Asset Reallocation

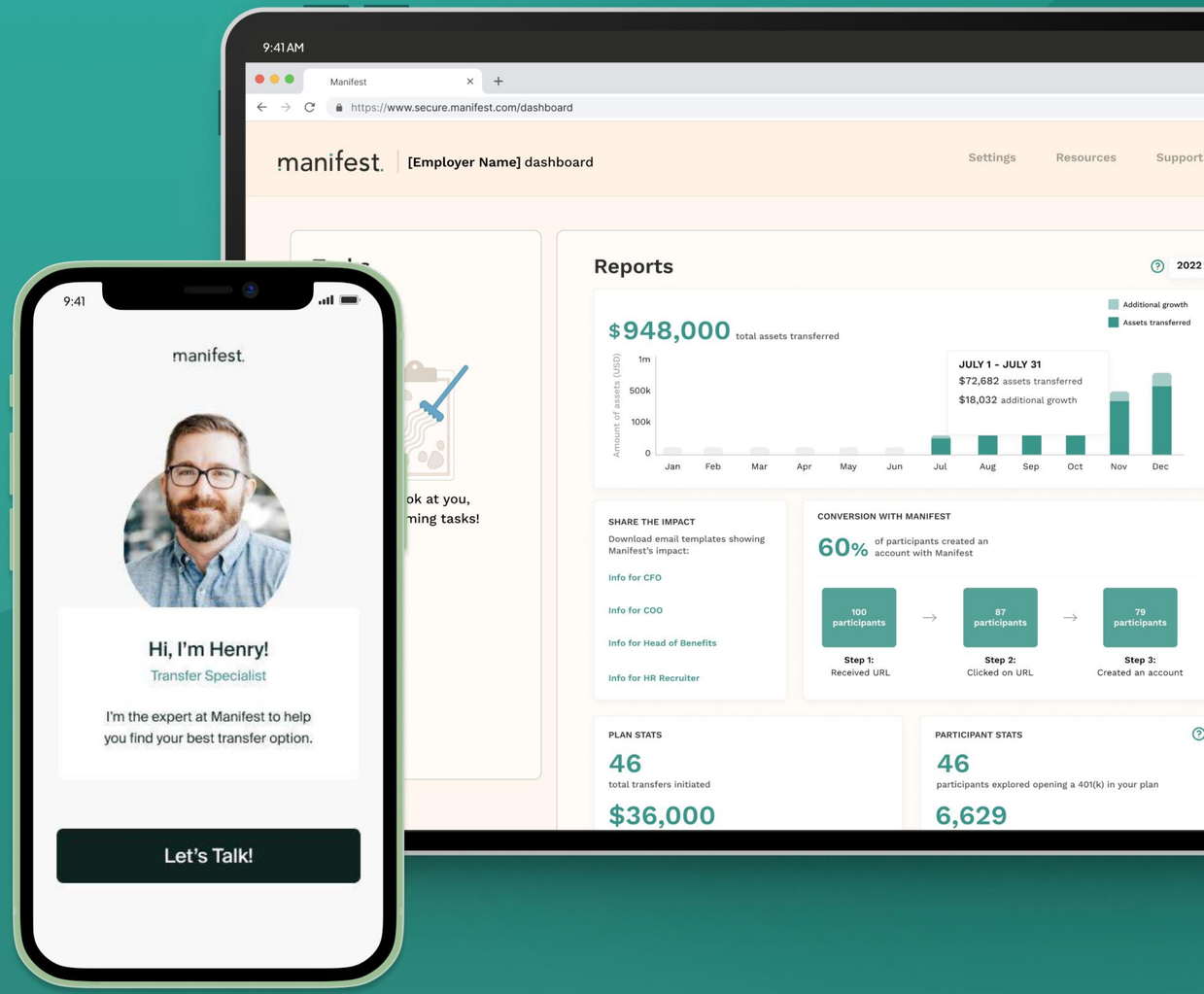
4× growth in income products

Upselling Products

2× increase in conversion into insurance products

Thank you

Any questions?



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smirk

Smirk

Smirk Health seamlessly integrates personalized dental care into the wellness economy

#PNPTCSiliconValley

Join us at pnptc.com



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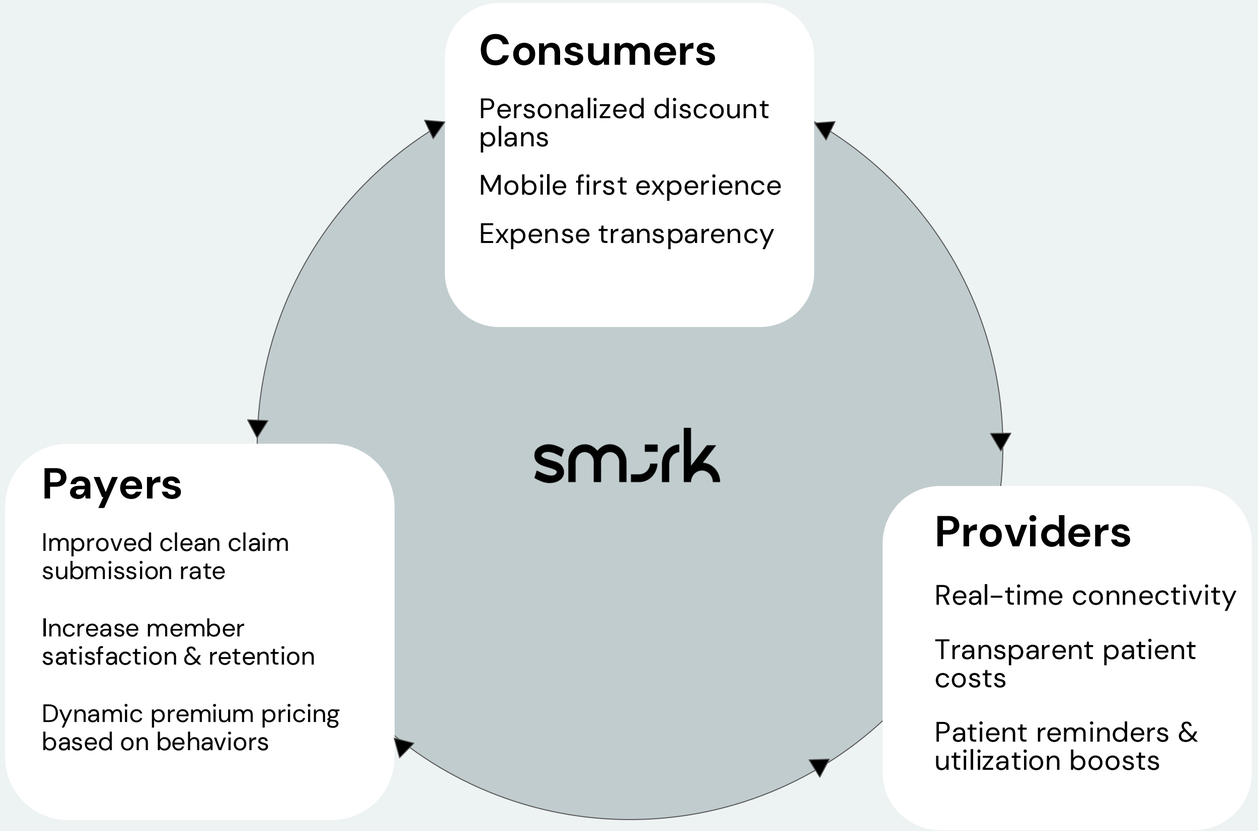
Introducing Smirk:
Reinventing Dental Insurance

Smirk exists to modernize the $165B dental industry.



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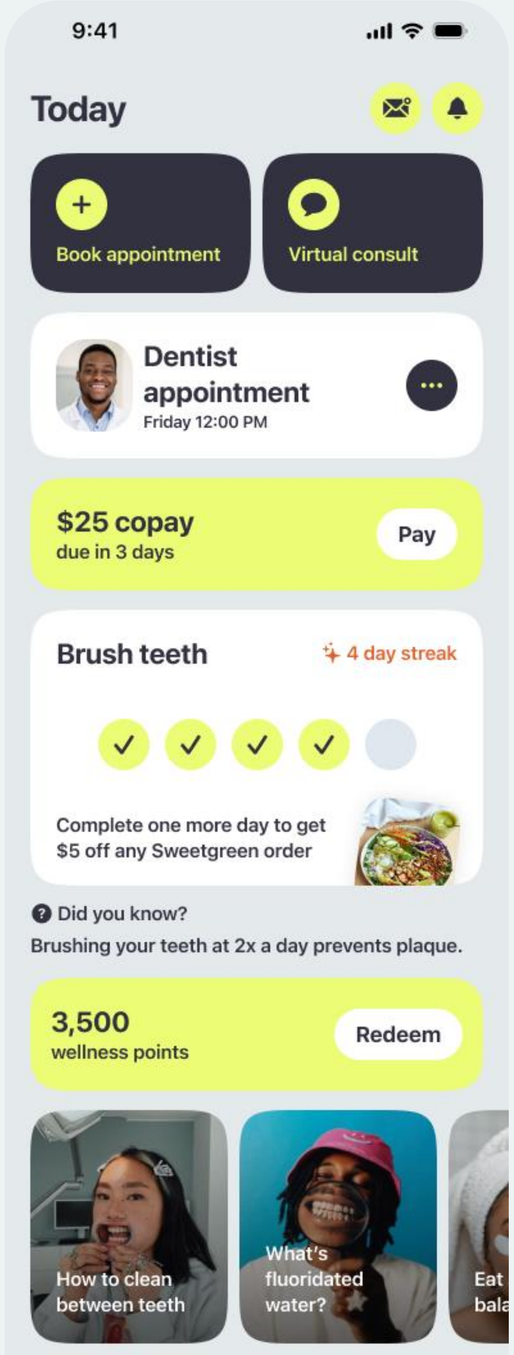
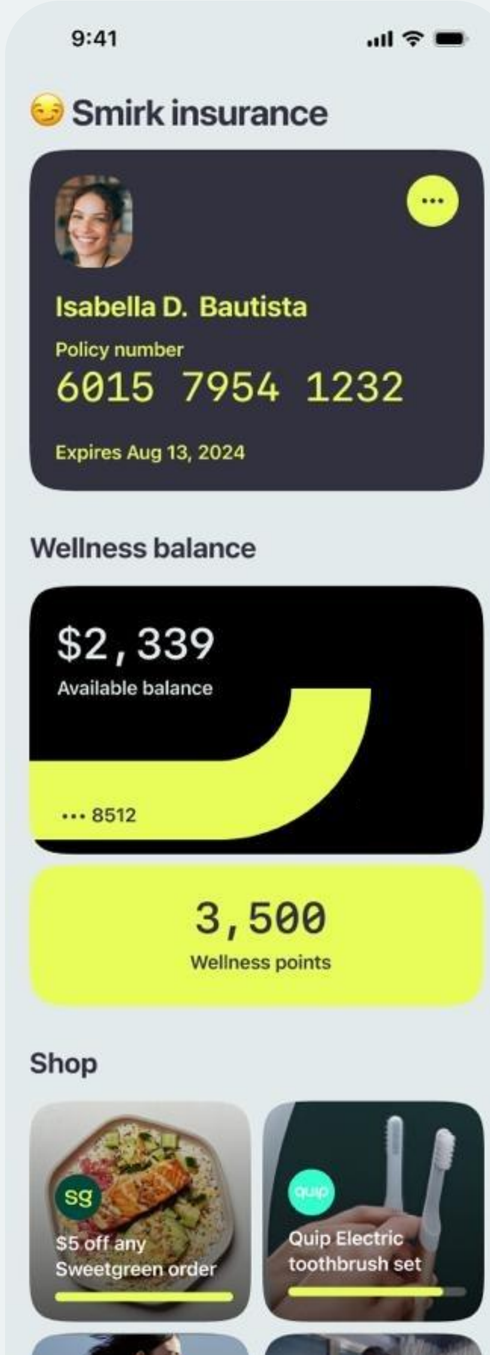
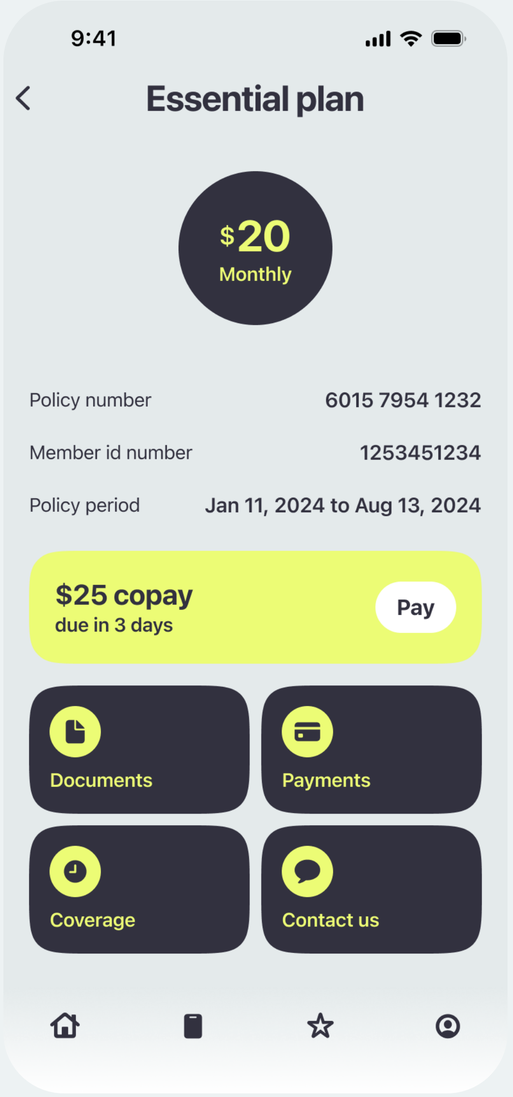
Consumer Value

Our platform streamlines the entire process from provider discovery to final touchpoint, integrating patient scheduling, communication, wellness initiatives, brand partnerships, and rewards.

- Find a dentist
- Insurance
- Cleaning tracker
- Messaging
- Scheduling
- Payment
- Rewards & Wellness Points



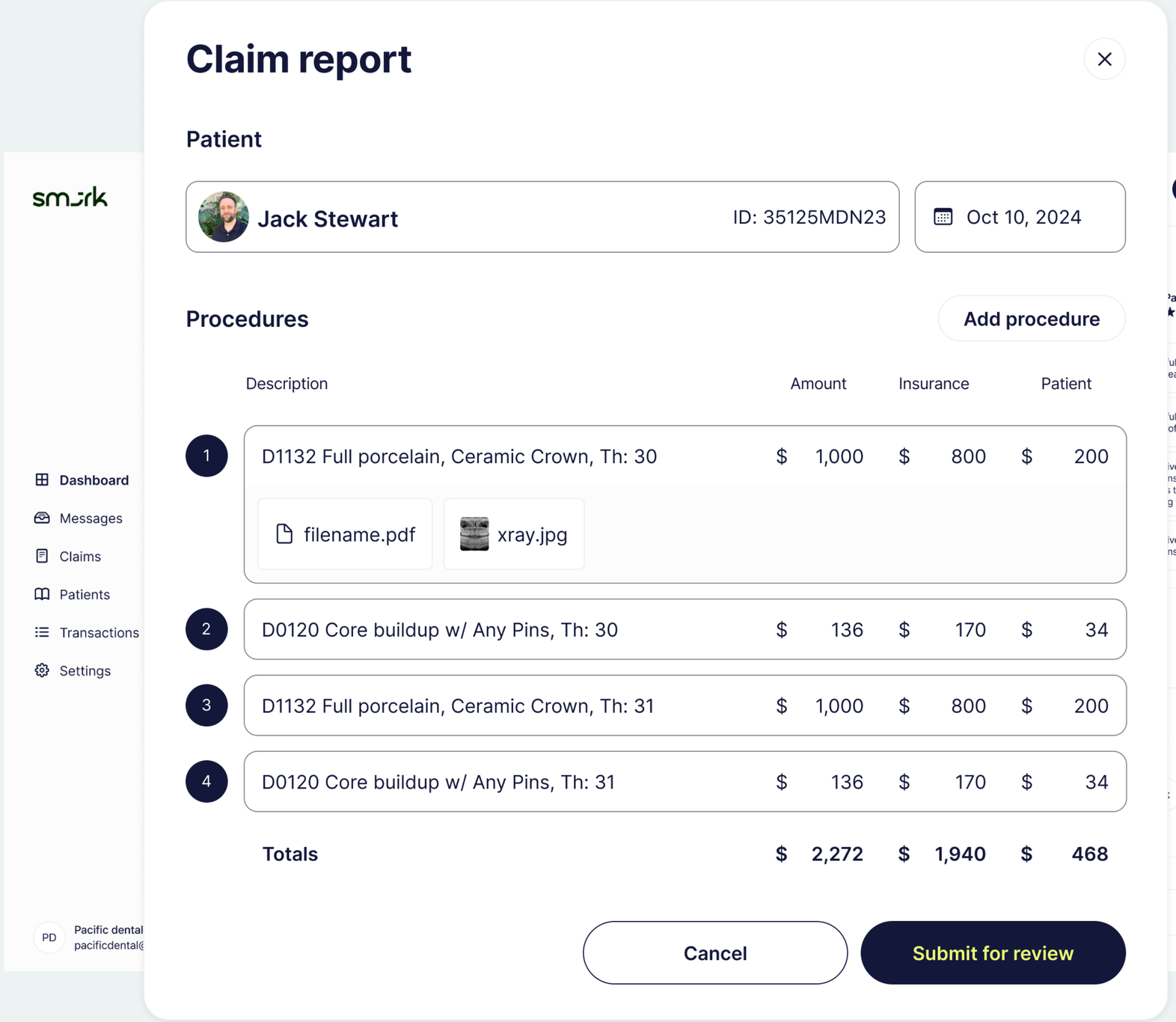




Provider Portal

With the Smirk Portal providers can schedule and message with patents, process claims, and get paid the same day as the appointment.

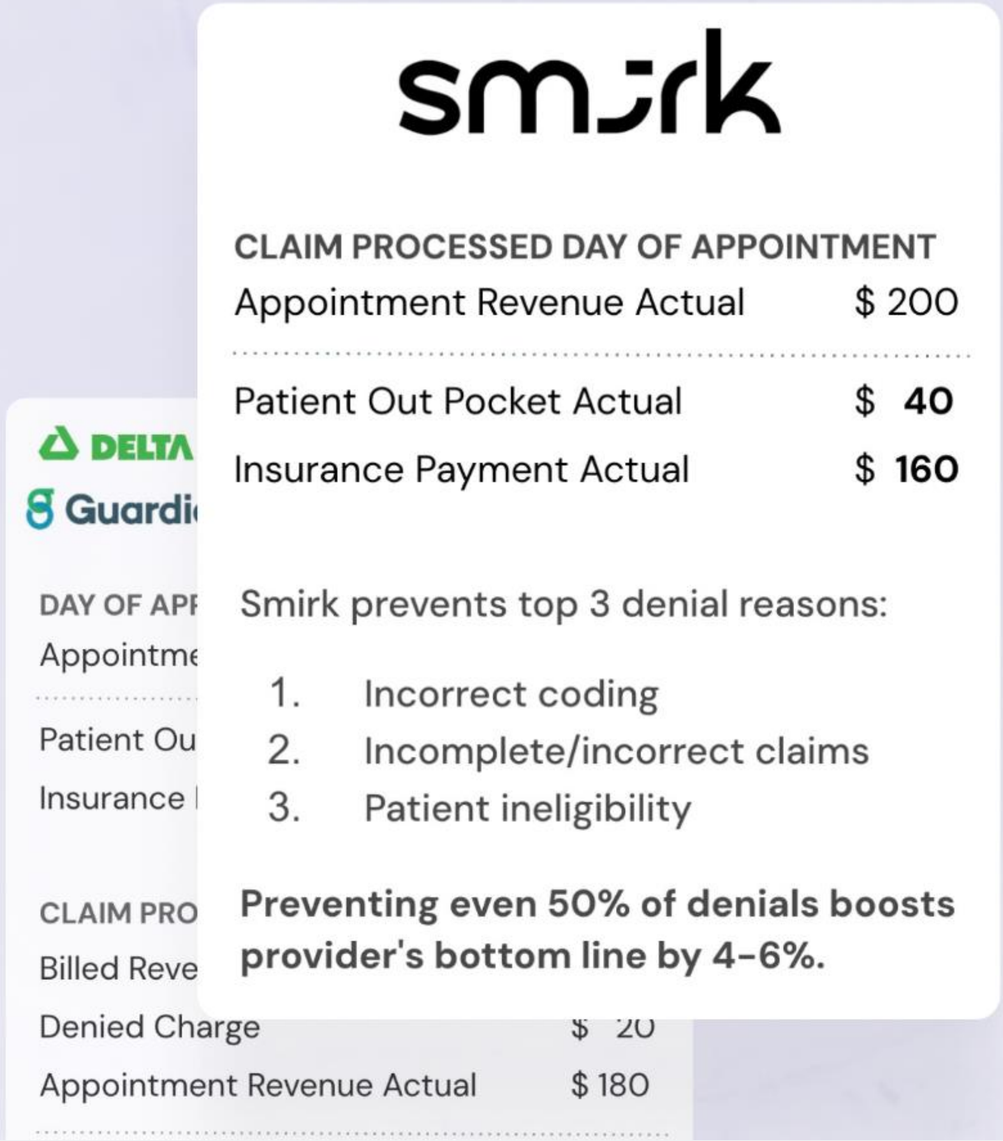
- Real Time Claims Adjudication
- Real Time Payment
- Real Time Insurance Verification
- Treatment Plans
- Scheduling & Messaging



Provider Value

Reduce claim denials from 12% to 3%

Our real-time verification ensures claims are correct before submission, reducing denials. Smirk streamlines the process, saving time, lowering hassle, and boosting revenue.



Competition

Traditional Insurers

Guardian · DELTA DENTAL · MetLife

Strengths:

- Established networks
- Brand awareness
- Market position

Weaknesses:

- Slow, antiquated claims systems
- Limited transparency
- Legacy tech stack

Discount Plans

aetna · Careington · DentalPlans.com

Strengths:

- Affordable pricing
- Widely available
- No waiting periods

Weaknesses:

- Patient is fully responsible for payment
- Lack of support for providers
- Lack digital ingenuity

Emerging InsurTech

beam · quipcare

Strengths:

- Innovative tech
- Easy UI/UX
- Focus on customer journey

Weaknesses:

- Limited adoption by providers
- Smaller market position
- May struggle to scale

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Traction: Path to 100K Users In 12 Months

Distribution Partnerships

Launch Partner:
Freelancers Union
500K+ Members Nationwide

Results:
Currently converting 10% of members Y/Y with existing Guardian dental partnership. Smirk will offer better integration and a superior product, driving 75K+ conversions in Y1.

Expansion:
Black Car Fund (200K+ Members)
Delivery Union (130K+ Members)

Results:
Currently the Black Card Fund is converting eligible members at an average of 33% with existing Metlife Dental partnership. Smirk will focus on the non-eligible drivers by offering accessible, individual policies beyond existing bundled and group plans.

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Founding Team

Smirk's team positions it for rapid scalability, boasting **multiple successful exits**, veteran executives from category defining brands, and deep expertise in **finance**, **insurance, technology**, and **marketing**.

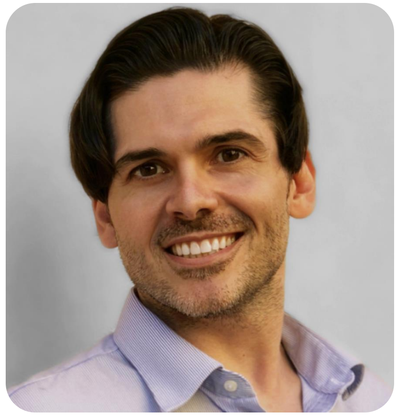


Felix W Ortiz III

Co-Founder

- Investor and SVP, Ouro (fka Netspend)
- Founder, ONNU
- Founder, Empath
- Vast experience with embedded insurance and distribution channels
- US Army Veteran

Serial Entrepreneur and Investor with multiple successful exits.



Nick Ciubotariu

Co-Founder

- Former Chief Architect Nasdaq
- Former CTO Paypal
- Former CTO Venmo
- Multiple engineering and AI/ML patents

Extensive experience building world-class applications & scaling engineering teams.



Dan Hunter

Co-Founder & CEO

- Founder of Workzinga
- Former Vice President of Revenue Cycle Operations at SmileDirectClub, integral executive from startup to $8B IPO
- Previous leadership positions at Simplex Healthcare, DaVita Kidney Care and HCA Healthcare

Significant experience in executive leadership and scaling operations



Micah Alpern

Co-Founder & CPO

- Senior Director Consumer Design for Instacart
- Former Head of Design, Venmo
- Former PayPal, Linkedin, Facebook

Designed consumer apps serving billions.



Alex Carstens

VP Strategy, Marketing and Finance

- Private Equity & Angel Investor
- 2x VC-Backed Founder
- MBA, Columbia Business School
- Analyst, Boutique Wall Street Investment Banks & Private Equity

Multiple tech startup founder & consultant with experience in finance, marketing and strategy

onuu empath ouro

PayPal venmo amazon Nasdaq Microsoft

smile DIRECT CLUB DaVita Kidney Care workzinga HCA Healthcare

instacart Meta venmo LinkedIn ebay

Columbia Business School

Our Asks

We are eager to expand our network and identify key partners to help realize our vision. If you're interested in transforming the insurance industry, we invite you to join us on this exciting journey

Channel Partners

Possible distribution channels as well as partnership/embedded opportunities

Additional Investors

We have a strong group of investors; if you’d like to learn more, please don't hesitate to contact us

Carriers

To discuss potential collaborations with Smirk

Provider Groups

DSOs or other key players in the dental space

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PLUG AND PLAY

Sv summit



Closing Remarks

Eugenio Gonzalez

Partner & Director of InsurTech

Plug and Play

#PNPTCSiliconValley

Join us at pnptc.com

PLUGANDPLAY

Sv summit

Summit Events



TODAY

Startup & Partner Networking Reception

November 19 @ 5:30 PM

Fleming's Prime Steakhouse & Wine Bar Santa Clara!



Tomorrow

Cross Vertical Partner Dinner

November 20 @ 5:00 PM

Levis Stadium



Tomorrow

The Intersection Of Artificial Intelligence, Regulation and Risk Management

November 20 @ 10:30 AM

1st floor Course Hero



Tomorrow

New approaches: Turning Data into IP

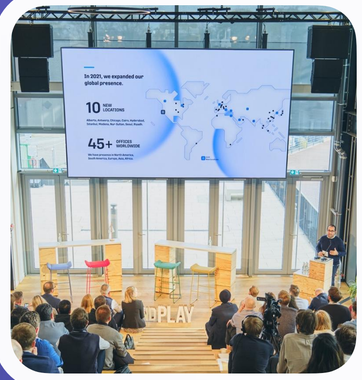
November 20 @ 12:00 PM

2nd floor, Silicon Valley Room

PLUGANDPLAY

Sv summit

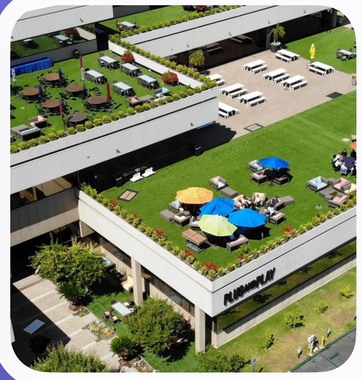
2025 Events



Selection Day

February 25 – 26, 2025

Plug and Play HQ



June Summit

June 10 – 12, 2025

Plug and Play HQ

PLUG AND PLAY

Silicon Valley SUMMIT

November 19, 2024

PLUG AND PLAY

THANK YOU & HAPPY HOLIDAYS!

#PNPTCSiliconValley

Join us at pnptc.com