

# Insurance Telematics Europe 2011

4th and 5th May 2011, Regents Park Marriott, London, UK

## Construct a Lucrative and Viable Insurance Telematics Business Architecture for Mass Adoption

- ▶ **A NEW ERA FOR INSURANCE TELEMATICS & PAYD (PAY-AS-YOU DRIVE):** Discuss the continually evolving role played by insurance carriers to reduce fraudulent claims and increase profit potential. Re-align your products and solutions to advance this process
- ▶ **THE NORWICH UNION (NU) PROJECT UNCOVERED:** Key findings and lessons learnt from NU's project to help the industry revamp existing business models and customer offerings for the success of future projects
- ▶ **ACCELERATE THE ADOPTION OF INSURANCE TELEMATICS:** Create value by designing the right VAS (value added services) combination e.g. vehicle diagnostics, SVR (stolen vehicle recovery), eCall etc., to optimally suit the customer
- ▶ **TRANSFORM DATA INTO TANGIBLE INFORMATION:** Learn how to collect and present data sets which are of most use to actuarial models to get maximum recognition for your product
- ▶ **NOMADIC DEVICES TO 'DISRUPT' THE INSURANCE TELEMATICS LANDSCAPE:** Smartphones and tablets will alter the way consumers interact with their in-car environments. Prepare and benefit from the smartphone-led revolution

### Expert Speakers Include:



### FACT!

- ✓ 200+ Executive Delegates
- ✓ 30+ Expert Speakers
- ✓ 18+ Business Focussed Sessions
- ✓ 20+ Hours of Supreme Networking
- ✓ New Speakers, New Intelligence, New Networking... **NEW SHOW!**

“The inaugural insurance telematics show was fantastic! The sector is alive with potential. This event will become the essential annual conference to stay connected within insurance telematics”

Mike Slattery, Consumer Innovation,  
Liberty Mutual

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[www.telematicsupdate.com/insurance-telematics-eu](http://www.telematicsupdate.com/insurance-telematics-eu)

# Welcome to Insurance Telematics Europe 2011

**Insurance Telematics Europe is the first and only event to provide an in-depth analysis about this exciting market!**

**Telematics is re-inventing the motor insurance industry! By offering the industry a bespoke way to discriminate motor insurance risk, it will reduce frauds and claims.**

The pilots have now forged the pathway and shown the industry that there is a reservoir of opportunity waiting to be exploited, with significant momentum awaiting those companies that can break through. By using real-time driving data personalised premiums can be accurately formulated, dramatically reducing claims costs.

The **Norwich Union (AVIVA)** project cranked the cogs of insurance telematics. Now, **insurethebox, Unipol, Groupama, AXA, Allianz** and **Zurich** have proved that telematics models are lucrative and disruptive to the insurance industry. Europe has moved more quickly than the US in this market. In **Italy alone over 500,000 vehicles** have insurance telematics systems installed.

**Forge the path to profit with well-defined strategies in order to go mass-market**

Insurance telematics is gathering considerable pace within Europe. The largest barriers; technology costs and consumer acceptance have already started to dissipate. Therefore, the rolling out of large scale services will depend on how **much value can be created** for the driver and the insurers. Optimal

**industry partnerships** and strategic **information management** will create the environment for **higher levels of success.**

Telematics Update has spent months researching the insurance telematics space and our impartial standpoint has allowed us to review the industry in-depth to identify the key areas that require clarification. Being at the only insurance telematics focused event will allow you to **position your product and services at the core of this captivating vertical market.**

**Key topics include:**

- ▶ Understand how to **increase value** through a combined product offering
- ▶ In-depth dissection of Europe's largest pioneer project: **Norwich Union**
- ▶ Discover how to **build a telematics led business architecture**
- ▶ Discuss the **next-gen tech options** to launch mass-market solutions

**Top Insurers and industry leaders share their expertise, experience and future visions**

**The Insurance Telematics Europe 2011 Conference & Exhibition** has been

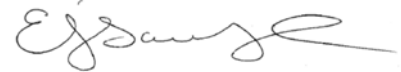
organised due to **exceptional industry demand for information** about this emerging market, not to mention the unprecedented success of our US event!

We have secured speakers integral to the industry, including, **AVIVA, Allianz, AXA, insurethebox, Groupama, EMB** and many more...

**Europe's first event** for this industry offers you the chance to **network with top level insurers and telematics players.** With such a hotbed of interest and activity in this area, make sure you **utilise this platform.**

**Secure your place on the front row of innovation and industry development** at this ground-breaking event before the **show sells out.** Use our website, or the registration form enclosed.

The Telematics Update team looks forward to meeting you in London this May.



Emily Savage  
Conference Director  
Telematics Update  
[Esavage@telematicsupdate.com](mailto:Esavage@telematicsupdate.com)



## TOP-LEVEL SPEAKERS INCLUDE:



Nigel Bartram,  
Senior Underwriting Manager,  
**AVIVA**



Michel Lungart,  
CEO Amaguiz,  
**Groupama**



Thomas Ollivier,  
Responsible for Competitive  
Intelligence, **MAIF**



Nelly Brossard,  
Deputy Executive Director,  
**Amaguiz**



Stephan Cayet,  
CTO at PSA Telematic services,  
**BUPSA Peugeot Citroen**



Alessandro Santoni,  
Sales and Practice Leader PC Italy,  
**Towers Watson**



Michael J Brockman,  
Joint CEO,  
**insurethebox**



Pierpaolo Tona,  
eCall Project Officer,  
**DG INFISO - EU Commission**



Alba Dobi,  
Telematics Sales Manager,  
**Magneti Marelli**



Giuseppe Lemessi,  
Business Manager,  
**Viasat**



Richard Cornish,  
Strategic Partner Manager of M2M,  
**Vodafone Global Enterprise**



Tony Lovick,  
Senior Consultant,  
**Towers Watson (EMB)**



Manjit Rana,  
Partner, innovations hub,  
**AXA**



Jacques Amselem,  
Head of Allianz Group Telematics Services,  
**Allianz**



Harald Trautsch,  
CMO,  
**Octo Telematics**

Contact the Telematics Update team at [insurenceeu@telematicsupdate.com](mailto:insurenceeu@telematicsupdate.com) or  
**(global) +44 (0) 207 375 7585** or **(US tf) 1 800 814 3459 x 7585**

# Uncover the Secrets of Successful Business Models, Technologies and Data Collection Techniques!

## HIGHLIGHTS AT A GLANCE!

**Insurance telematics** has been brewing for the past few years and Telematics Update has been watching the market. With increasing levels of investment, **now** is the time to ensure your business has its finger on the pulse and its future strategy in place.

**WE HAVE CONDUCTED INDEPENDENT, IMPARTIAL, INDUSTRY-WIDE RESEARCH AND LISTENED TO YOUR FEEDBACK! THE EVENT WILL INCLUDE:**

- ✓ **EXCLUSIVE INSIGHTS INTO SUCCESSFUL BUSINESS MODELS:** We have secured leading service providers to reveal leading strategies to maximise the ROI of insurance telematics models
- ✓ **LEADING SPEAKERS FROM THE INSURANCE INDUSTRY:** You want to hear from insurers? We've got them. Hear from top **European insurers (AVIVA, Allianz, Groupama)**, and those breaking into the market. Discover their expectations and requirements from solution providers.
- ✓ **UNIQUE NETWORKING OPPORTUNITIES:** No other occasion on the calendar will provide you with the platform to **rub shoulders with multiple insurers** under one roof. There will be extended coffee and lunch breaks, a networking cocktail party and pre/post show online networking access to schedule **one-to-one meetings with hard to reach execs**.

### Group Discounts

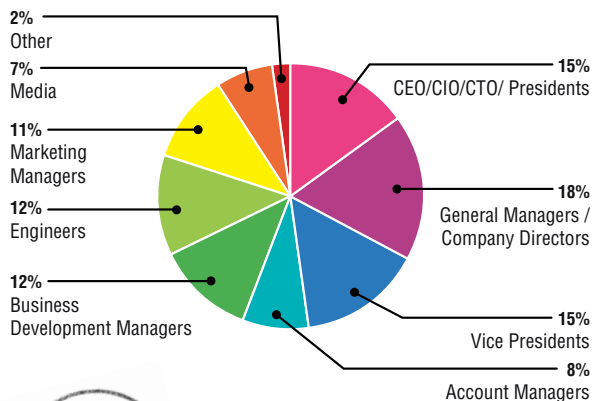
**More heads are better than one! Maximise the benefits to your business and ensure valuable lessons make it back to the office by sending a team to this event.**

**Qualify for a group discount? Reach out to our sales team on +44 (0) 207 375 7585 and ask for a quote now!**

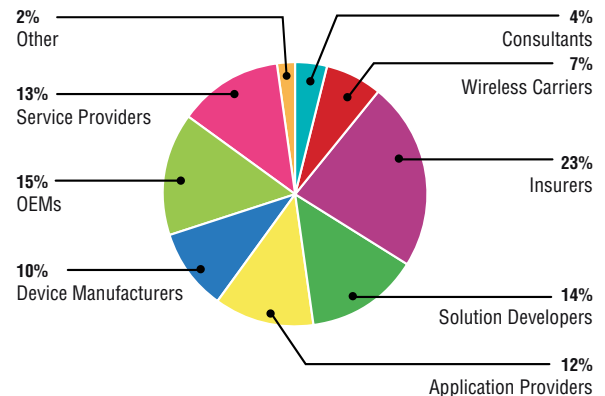
## SEE WHO YOU WILL RUB SHOULDERS WITH

Previous successful Telematics Update events have attracted over 200 top level industry leaders and innovators. **Meet, network and do business** with the thought-leaders and key decision makers in the Insurance Telematics space. Check out the attendee breakdown below:

### ATTENDEES BY JOB TITLE



### ATTENDEES BY INDUSTRY SECTOR



**WE GUARANTEE THAT YOU'LL MEET SENIOR EXECUTIVES WITH REAL DECISION MAKING POWER AND SIGNIFICANT INDUSTRY INFLUENCE**

## 5 MORE REASONS TO ATTEND...

- 1** Uncover **winning business models** to determine what is required by your organisation to **work successfully** with **current and potential partners** in this new and unfamiliar value chain
- 2** Discover the main **market drivers** and where it is heading to **position your solutions** ahead of the industry curve and competition
- 3** Receive **post-show access** to conference presentations to ensure you don't miss out on a moment to maximise every opportunity

- 4** Analyse **key industry issues** and confusion. The agenda has been developed through **independent research** and brings **expert speakers** and **interactive panels** from industry leaders and innovators

- 5** Lay a firm foundation for **successful and lucrative future partnerships** through increased visibility and **unparalleled and strategic networking**



For the full speaker line-up and the most up to date Insurance Telematics Europe info visit [www.telematicsupdate.com/insurance-telematics-eu](http://www.telematicsupdate.com/insurance-telematics-eu)

## Keynotes & Market Forecasts

### A New Era for Insurance: Profit from the Rapidly Expanding Sector

The insurance telematics segment is expanding, and fast. Get insights into the current European movements and place your company accordingly.

- ▶ Learn how to achieve product differentiation by comparing current project results to gain consumer behavioural insights and assist insurance companies
- ▶ Discuss the continually evolving role played by insurance carriers to reduce fraudulent claims and increase profit potential. Re-align your products and solutions to advance this process
- ▶ Evaluate next-gen data analytics and underwriting processes that will aid telematics-led pricing structures

Alessandro Santoni, Sales and Practice leader for Italy, **Towers Watson**

### Incorporate Data Protection to Gain Ultimate Acceptance

Although Europe is generally accepting of telematics services, there is still a consumer suspicion shrouding the industry. Learn how to gain consumer trust through privacy commitments.

- ▶ Hear how to build-in privacy into all aspects of your products and services at the design stage to avoid re-design costs and gain widespread consumer acceptance
- ▶ Discuss the advantages of providing transparent services and customer data-ownership options to avoid the “big brother” scenario, and ultimately increase interest
- ▶ Examine when anonymity can and should end between the insurance company and legal services to remove general ambiguity and fear from within in the industry

Moderator: Jack Brownhill, Consultant, **World Motor Insurance Consultancy**

David Evans, Group Manager Business and Industry, **Information Commissioners Office**

Fabian Niemann, Partner, **Bird and Bird**

Anthony Barbieri, Group Legal Counsel, **Cobra Automotive Technologies**

Martin Otter, Insurance Solutions Consultant, **Trimble MRM**

### Uncover the Investment Opportunities Surrounding Insurance Telematics

Gain insights from a leading technology investor on how to secure potential funding and win new partners.

- ▶ Isolate technology and market drivers to see where and how investment is being channelled in order to re-align your business
- ▶ Identify which key requirements such as scalability, processing techniques etc. will help capture investor interest for your company
- ▶ Discover new forecasting techniques employed by investors and alter your business blueprint and design process to gain a competitive advantage

Andrea Traversone, Partner, **Amadeus Capital Partners**

## Business Models & Strategies

### Present a Captivating Business Case to Win Approval

The business model is the key component to the profitability of insurance telematics. Breakdown the investment and revenue case in order to present an attractive proposition.

- ▶ Understand how to maximise the ROI of insurance telematics models through an ability to discriminate motor insurance risks and implement effective claims reduction
- ▶ Learn how to create a flexible and innovative business model to comfortably adapt to the regional requirements of any market
- ▶ Discover the latest developments in this segment, such as reduced data transfer costs and customer segmentation techniques to create cost-effective models

Giuseppe Lemessi, Business Manager, **Viasat**

Andrea Jurkic, Innovation Strategic Programme Coordinator, **Generali**

## Business Models & Strategies (cont'd)

### Gain From ‘Real World’ Insurance Experiences

Insurance telematics is on the verge of witnessing pan-European adoption. Envisage what the future industry-map might look like, and learn from a prominent telematics service provider.

- ▶ Hear how Octo Telematics built successful business models with 50+ auto insurers such as Mapfre, UGF, Groupama and insurethebox
- ▶ Learn about the vital processes proven over time in delivering effective insurance telematics programs to enable insurers to be competitive and better prepared for the future
- ▶ First-hand information on the insurance telematics ‘value chain’ and how insurers and automotive OEMs will add new fiscal models to reduce costs, differentiate and provide value-added services

Harald Trautsch, CMO, **Octo Telematics**

### Activate Profiling and Payment Management Techniques

Learn from one of Europe’s leading insurance telematics ventures on how to devise schemes to manage customer portfolios and billing systems.

- ▶ Understand how insurers will benefit from a restructured and telematics-specific billing system in order to formulate an accurate pricing structure
- ▶ Identify insurers’ top priorities such as quantifying risks, reducing privacy concerns and employing predictive analytics to develop custom-made solutions
- ▶ Learn how telematics can be used to increase customer value while reducing overall costs through benefits such as automated traffic zone charging and after-theft tracking

Michel Lungart, CEO of Amaguiz, **Groupama**

Nelly Brossard, Deputy Executive Director, **Amaguiz**



Become a Telematics Update VIP and stay bang up-to-date with the industry at [www.telematicsupdate.com/insurance-telematics-eu](http://www.telematicsupdate.com/insurance-telematics-eu)

## Business Models & Strategies (cont'd)

### Collaborate and Innovate to Re-Define Business Models

The insurance telematics space is replete with multiple stakeholder groups such as insurance carriers, OEMs, PSAPs and highways agencies. Use intra value chain interaction to boost your profit margin.

- ▶ How to work successfully with governing bodies and adapt to the evolving regulatory environment to benefit from the expected double digit telematics growth
- ▶ Assess which winning partnerships will help reduce overall costs. We look at incorporating crash management apps within existing models prior to leveraging them to insurers
- ▶ Increase your revenue generation through widely available services such as tariff customisation amongst other services for a robust future

Massimo Arrighi, Partner, Financial Institutions Group, **A.T. Kearney**

Yuergen Thiele, Principal, Financial Institutions Group, **A.T. Kearney**

### Telematics: How to Play the New Game When Others Play the Old One

Learn from the successful underwriting agency, 'insurethebox' on how telematics will 'alter the landscape dramatically'!

- ▶ See which customer portfolios such as teen or commercial drivers will be attracted by a telematics solution in order to build targeted solutions and manage multiple portfolios
- ▶ Expert guide in designing an innovative underwriting business model; recognise the potential dangers and risks to avoid the same pitfalls
- ▶ Take away tried and tested techniques to minimise costly customer research and strategically place your solution in a busy marketplace to attract maximum customer recognition

Mike Brockman, Joint Chief Executive Director, **insurethebox**

### Accelerate the Adoption of Insurance Telematics through Value Added Services (VAS) and eCall

Boosting profit margins is essential to encourage the mass adoption of insurance telematics. Devise a compelling proposition by creating VAS for the consumer.

- ▶ Gain an expert update on the eCall project. Debate whether mandatory eCall adoption will be a catalyst for insurance telematics
- ▶ Identify how to design the right VAS combination e.g. vehicle diagnostics, SVR or eCall to optimally suit the customer
- ▶ Understand how to harness the technology involved in eCall and VAS to launch next-gen, standardised auto-grade open platforms for wider application

Moderator: Frederic Bruneteau, Managing Director, **Ptolemus**

Pierpaolo Tona, Project Officer, **EU Commission**

Jacques Amselem, Head of Telematics Services, **Allianz**

Andrea Jurkic, Innovation Strategic Programme Coordinator, **Generali**

Mike Hemmings, Engagement Director - Telematics, **Steria**

Fred Blumer, Vice President - Aftermarket, **Hughes Telematics**

### The Success Story of a Collaborative Partnership – The PANDA Project

Hear feedback from the very successful multi-service cooperative based in Finland to understand how collaborative projects are driving the industry forward.

- ▶ Understand the model that has been employed in terms of data collection to gauge the most desired metrics for successful uptake by insurers
- ▶ Hear key findings regarding driver behaviour and privacy concerns, such as opinion shifts, that have come out of the PANDA project to understand how to increase your product's consumer appeal
- ▶ Get insights on some of the most revolutionary concepts such as 'multi-service-platforms' to recognise how the future of telematics will look

Vesa Helkkula, CEO and Founder, **Aplicom**

Sampo Hietanen, CEO, **Helpten**

## Keynotes & Market Forecasts

### Industry Secrets: The Norwich Union (NU) Project

Hear, for the very first time, the lessons that were learnt from Europe's pioneer project.

- ▶ Find out how telematics can steer customer behaviour into a more risk averse pattern by strategically improving pricing precision and customer management
- ▶ Key findings and lessons learnt from NU's pilots on customer behaviour and claims reduction to help revamp business models and customer offerings for future projects
- ▶ Hear how the changing role of automakers and increased focus on eco-friendly solutions and road-safety initiatives will give insurance telematics a fresh lease of life

Nigel Bartram, Senior Underwriting Manager, **AVIVA (formally Norwich Union)**

## Breakthrough Technologies

### Delivering Solutions to the Market

The marketplace is cluttered with differing tech options. Make the best technology procurement decision to attract partners and clients

- ▶ Explore the different installation options such as professional/customer installation or nomadic devices to evaluate how to alleviate cost issues and increase uptake
- ▶ Decipher the technologies involved, from device through to data-aggregation software in order to tap into intra value-chain partnerships
- ▶ Discuss different connectivity options, such as GSM, 3G, WiMax, LTE, multiple SIM options and identify which can best support the data intensive applications involved in insurance telematics

Moderator: Krishnasami Rajagopalan, Global Programme Manager Automotive & Transportation, **Frost and Sullivan**

Richard Cornish, Strategic Partner Manager of M2M, **Vodafone**

Alba Dobi, Telematics Sales Manager, **Magneti Marelli**

Benoît Tournier, Business Development Manager, **SAGEMCOM**

Guy Chevrette, CEO,

**iMETRIK Automotive Solutions Inc.**

## Breakthrough Technologies (cont'd)

### The Full Potential of Smartphones

Nomadic devices, such as smartphones and PNDs are the ideal platform to launch an insurance telematics solution. Learn how obstacles can be overcome using tablets and mobile devices.

- ▶ Discuss the benefits of nomadic devices versus embedded solutions. Transform the insurance business case by harnessing mobile technology
- ▶ See which features and apps will need to be resident on smartphones to help insurers offer customers an easy-to-use and practical solution
- ▶ Gauge how to minimise driver distraction and optimise in-car safety by designing intuitive and safe HMI (human machine interface)

Manjit Rana, Partner Innovations Hub, **AXA**

### Techniques to Filter and Utilise Relevant Data

The potential data available to describe driver behaviour has expanded infinitely in recent years. Discuss which data sets will be useful for the insurer.

- ▶ Realise how to collect and present the metrics which are of most use to actuarial models to get maximum recognition for your product
- ▶ Understand the risk analytics used by insurers and assess which tools, such as on board event counters, can be used to collect significant data
- ▶ Evaluate the different insurance telematics models from basic usage to comprehensive vehicle performance management e.g. PAYD, PHYD. Understand the resulting value of each

Tony Lovick, Senior Consultant, **EMB**

### Exclusive Networking Event

With over 200 industry leaders in attendance you'll want a relaxed environment to meet, build relationships and do business - with those professionals important to your company. That's why we've organized the Telematics Update networking party as a fruitful conclusion to day 1 of the conference - 4th May 2011.

Make sure you keep your diary free for this important networking event!



### Transforming New and Emerging Data Types into Tangible Information

Telematics will give the insurers an opportunity to exploit new types and formats of data. Recognise how to turn data into actionable information without getting mired in the detail.

- ▶ Recognise how to avoid the risk of data overload to ensure that customers comprehend the data and engage with the product
- ▶ Learn how to ensure that your solution is flexible enough to take advantage of new forms and types of data including that from emerging devices
- ▶ Use outsourcing to your advantage in order to achieve speed-to-market and avoid complex Internal IT project overhauls and costs

Martin Otter, Insurance Solutions Consultant, **Trimble MRM**

## Future Trends

### Unleash the Full Potential of the CVT Segment for Insurance

The marked success of telematics within the commercial vehicle telematics (CVT) segment provides opportunities to introduce insurance telematics for this vertical.

- ▶ Learn about the insurance opportunities that exist in the commercial vehicle industry and how this market compares and contrasts with the passenger car space
- ▶ Understand the models, such as driver risk management, that would specifically fit the needs of commercial insurers before approaching this market
- ▶ Extend your reach beyond the CVT sector and assess which verticals will benefit from insurance-led solutions. We explore home automation, auto finance and cargo security

Eric Shishko, Senior VP Global Insurance, **GreenRoad Marsh** (Speaker Name TBA)

## Future Trends (cont'd)

### Expand the Scope of Insurance Telematics

By encouraging safer driving standards, telematics could contribute to wider EU objectives. Heighten your profile and get the most out of your data and solutions to increase your revenue potential.

- ▶ Learn how insurance telematics can resolve Europe's fraud issues. Hear what data sets are required and how your solutions will aid this drive
- ▶ Understand the benefits that telematics will bring to road authorities by improving driving ability. See who you should be aligning yourself with to win Govt. support and funding
- ▶ Utilise special techniques, such as advanced data mining to design your strategy with data re-sale in mind for alternate uses e.g. training schemes, road authorities and the 'SafeTRIP programme'

Moderator: Dominique Bonte, Research Director, **ABI research**

Guy Frémont, Innovation Solutions Manager, **Sanef**

Thomas Ollivier, Competitive Intelligence, **MAIF**

Aldo Monteforte, Chief Financial Officer, **Cobra Automotive Technologies**

Grant Mitchell, Head of Motor and Pricing, **The Co-operative Insurance**

### Creating Synergies with Auto OEMs

Designing product and analytics software without pilot data can be an unproductive challenge. Understand the opportunities that can be gained through OEM partnerships.

- ▶ Harness the opportunity to design perfect insurance telematics platforms through the use of data previously collected by OEMs. Understand availability and partnership opportunities
- ▶ Debate whether automakers will see value in adhering to a technology-neutral protocol to expand bundling options and deliver multiple services such as insurance schemes
- ▶ Key insights into what OEMs are looking for from service providers in terms of application development tools, secure mobile data storage etc. and alter your solutions to meet the remit

Moderator: Roger Lanctot, Director of Business Development, **Strategy Analytics**

Stephan Cayet, CTO and PSA Telematics Services, **PSA Peugeot Citroen**

Peter Vyvyan-Robinson, Managing Director, **EUROWATCH**

Giuseppe Lemessi, Business Manager, **Viasat**

Are you **LinkedIn** to the industry pulse?

Join Telematics Update and share expert insight with our community

# Insurance Telematics Europe 2011

4th and 5th May 2011, Regents Park Marriott, London, UK

## All Passes Include:

- ✓ 18 Focused Industry Sessions
- ✓ Full Access to the Exhibition Floor
- ✓ Networking Coffee and Lunch Breaks
- ✓ Exclusive Networking Event
- ✓ 2 Months Access to TU's Online Networking Suite
- ✓ Post-Conference Presentation Slides

## REGISTER NOW IN 3 EASY STEPS

### 1. Select Your Registration Package

Pass Type	SUPER EARLY BIRD PRICE Save £400 (Expires 11th February)	EARLY BIRD PRICE Save £200 (Expires 11th March)	LAST CHANCE PRICE Save £100 (Expires 8th April)	STANDARD PRICE
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<b>Gold Pass</b> ▶ Includes: Presentation slides ▶ Includes: Full conference audio recording	£1,395 <input type="checkbox"/> +VAT	£1,595 <input type="checkbox"/> +VAT	£1,695 <input type="checkbox"/> +VAT	£1,795 <input type="checkbox"/> +VAT
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### HOTEL DISCOUNTS!

Remember that Telematics Update has secured you a preferential hotel rate. Full details will be sent to you upon registration.

### New Insurance Telematics Report from Telematics Update

Upgrade to Diamond Pass to get exclusive insight from industry leaders

- Grasp this complex and dynamic market
- Robust market forecasts to aid business planning
- Understand the market segmentation and identify strategic partnerships
- Know the regulatory and legislative landscape
- Get the inside track on emerging markets
- Learn from the strategies of over 20 leading insurers, OEMs, and suppliers
- 100% independent peer-reviewed in-depth analysis

Insurance applications have the potential to revolutionise our industry. We're working with telematics and insurance industry experts to bring you the intelligence you need to capitalise on this game-changing opportunity.

**FIND OUT MORE** [www.telematicsupdate.com/insurancereport](http://www.telematicsupdate.com/insurancereport) or email James Tallack at [jtallack@fcbusinessintelligence.com](mailto:jtallack@fcbusinessintelligence.com)



### 2. Enter Attendee details

Mr/Mrs/Ms/Dr:	First name:	Last name:
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TERMS & CONDITIONS Places are transferable without any charge. Cancellations before 11 March 2011 incur an administrative charge of 25%. If you cancel your registration after 11 March 2011 we will be obliged to charge the full fee. Please note – you must notify Telematics Update in writing of a cancellation, or we will be

obliged to charge the full fee. The organizers reserve the right to make changes to the program without notice. NB: FULL PAYMENT MUST BE RECEIVED BEFORE THE EVENT. Visit [www.telematicsupdate.com/content](http://www.telematicsupdate.com/content) for more event information

Call Telematics Update on **+44 (0) 207 375 7585 (global)** or **(US tf) 1 800 814 3459 x 7585** to speak to a member of the Insurance Telematics team



# Insurance Telematics Europe 2011

4th and 5th May 2011, Regents Park Marriott, London, UK

## Seize The Era Of Insurance Telematics By Devising Innovative Business Models And Solutions

### 5 Reasons You'll Benefit From Attending the Show:

- 1 150+ TOP LEVEL ATTENDEES:** This event will attract innovative and forward thinking leaders from the insurance telematics space. If you are serious about building your business it's crucial that you attend!
- 2 30+ WORLD CLASS INDUSTRY SPEAKERS:** We have carefully selected the pioneers and thought-leaders from the insurance telematics space to share their future vision and experiences exclusively with you
- 3 16+ HOURS OF NETWORKING:** Face-to-Face networking is key to forging new industry relationships. We have engineered multiple networking opportunities to help maximise your time away from the office
- 4 18+ FOCUSED SESSIONS:** Months of research have enabled us to develop a conference program that is designed to give you answers to the challenges you face in this space
- 5 PLUS...** In between conference sessions you will be able to navigate your way round our exhibition floor to meet, network and do business with those pioneering developments for Insurance Telematics

### Industry Reviews about the Insurance Telematics US 2010

“ Insurance Telematics USA 2010 was the first event of its kind and highly successful. Future shows will be critical for players in this space. ”

Alex Laurie, Towers Watson

“ The inaugural insurance telematics show was fantastic! It demonstrates that the sector is alive with potential. ”

Mike Slattery, Liberty Mutual

“ As a rookie to the industry, I cannot think of a better indoctrination. All of the salient issues were discussed, most of the suppliers and customers were there.....new relationships established... and fresh ideas brewing. ”

Mike Carroll, Danlaw

“ Insurance Telematics 2010 was precisely what all of the participating companies needed. The ROI on attending the conference was off the charts! ”

Jon Inquimboy, Esurance

Knowledge Partners:

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bringing clarity to emerging technology markets MEDIA

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