



# AHK

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# INDO-GERMAN ECONOMY

The Business Magazine of the Indo-German Chamber of Commerce

## HIGHLIGHTS →

- WindEnergy Hamburg 2024
- IFA Berlin 2024
- SCAN-R Launch
- 20<sup>th</sup> Stuttgart Wine Festival 2024
- Digital Twin: Driving Efficiency and Value
- Eastern Region Council Meeting 2024

# YOUR TRUSTED PARTNER, TODAY AND TOMORROW.

BHARAT FORGE



## A globally leading technology and innovation-led engineering company

**Bharat Forge Ltd (BFL)** is a global diversified company providing advanced solutions of high-performance, innovative, safety, and critical components to various sectors including Automotive, Railways, Defence, Construction & Mining, Aerospace, Marine, and Oil & Gas through our unwavering commitment to R&D and Innovation. BFL today has the largest repository of metallurgical knowledge in the region and offers full-service supply capability to its geographically dispersed marquee customers from concept to product design, engineering, manufacturing, testing, and validation. This transformation took us from a single-product, single-location enterprise to a multi-product conglomerate serving various sectors.

## Largest Exporter of Auto Components from India

**60+** Years of manufacturing experience

**30+** Years of servicing export markets

**10K+** Employees working worldwide

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Automotive



Defense and Aerospace



Rail and Marine



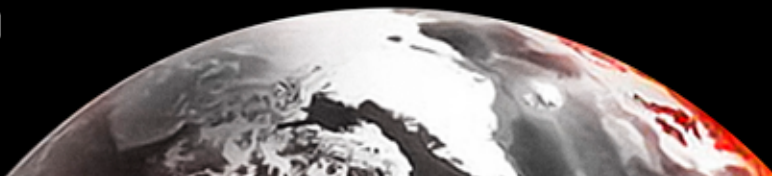
General Engineering



Resources : Oil, Gas, Mining



Power and Energy



# Insurance Mobility. Anywhere. Everyone.

Insurance penetration made easy on a mobile phone with patented remote on-boarding technology, enabling insurance agents, wider reach and faster policy issuance.

## Product Portfolio

- Product videos/PDFs
- Promotional brochures
- Training material
- Product recommendations

## Multiplicity

- Multiple language compatibility
- Multiple currency options
- Multiple workflows

## Financial Needs Analysis (FNA)

- Risk profiling with AI features
- Price calculator
- Protection needs analysis

## Automated Underwriting

- Reflexive questionnaires
- Medical history capture
- Existing policy information update
- Rule based STP/ Decline/ Acceptance/Skip processes

## Quotation Engine

- Inbuilt premium/ rider calculator
- Light weight validation engine
- Multi-quotation generation
- Auto-emailing
- Offline illustration/ quotation output
- Real-time rate change updates and integration

## Ease of integration

- Seamless integration with core systems
- Ease of integration with CRM and multiple payment gateways
- Highly configurable

## Offline Compatible

- Device-stored information
- Data syncing
- Auto upload to server/ cloud storage

## Remote Capability

- Contactless new customer onboarding
- Remote auto syncing
- Secure data privacy

## Enhanced CX

- Mobile/Tablet/ Web-based UI/UX
- Android/iOS compatible
- Auto-notifications

## e-KYC

- Doc uploads
- OCR validation
- Video verification
- Secure signatures
- Biometric authentication



**Vivek Mannige**  
Founder Chairman & CEO,  
AccelTree Software, India



# LEADING INSURTECH

“The German insurance technology space is very mature and is leading the way in innovation, particularly in intelligent deployment of Artificial Intelligence. Our goal is to align with German insurtechs and provide a collaborative and transformational impact to the industry.”

## Congratulations on your 23rd year since inception. What has been the most significant achievement so far?

When we began in 2002, our focus was mobility, that is technology on mobile phones. Our insurtech capabilities evolved over the last decade, while innovation has been a mainstay with a dedicated Think Tank at AccelTree. Today, 22 years hence, the “Remote Agent” which has received a US patent is among the most innovative of solutions we have introduced.

## What is unique about the Remote Agent capability and how does it impact the insurance and financial services space?

Insurance is largely sold, which means the presence of an agent is essential and most policy buyers feel reassured talking to a person face-to-face rather than engaging with a chatbot or buying online by themselves. On the other hand, insurance penetration, in growing economies, like India, much of Southeast Asia and also in parts of the Middle East and Africa are rather low, due to vast geographies and disproportionate numbers of insurance agents. Here is where a remote customer onboarding tool can make the difference, reducing time and costs while increasing volumes, and empowering agents to perform at peak levels.

## What are your plans for Europe and Germany in particular, in light of your membership with the Indo-German Chamber of Commerce?

The German insurance technology space is very mature and is leading the way in innovation, particularly in the intelligent deployment of Artificial Intelligence. Our goal is to align with German insurtechs and provide a collaborative and transformational impact on the insurance industry.

## What would you consider key strengths of AccelTree, which might interest collaborative partners and insurance carriers in Germany to work with you?

I mentioned at our Annual Day celebrations, recently, that although we have stepped into our 23rd year, it still feels we’re like a startup. The inclination towards innovation has been our mainstay. A third of our employees have clocked 8 years or more, in the company, many of them part of the Think Tank as well – our research hub. AccelTree’s experience in the insurance space is now over a decade, with our earliest insurance clients adopting and utilizing effectively, our fully integrated Point of Sale solution (mobile sales application) to onboard new customers. And, we’ve managed

to patent our remote capability. One more value add is our exposure to diverse markets, as diverse as Southeast Asia and North America, allowing for cross-geography understanding of regulatory requirements and complex products across varied distribution channels. In addition, our products have a multilanguage capability.

## What are the distribution channels you presently deploy?

Direct Agents, Bancassurance, Intermediary and Insurance Broking, and of course, direct to customer channels, with web and mobile applications.

## What is the next big thing for insurance and banking technology?

Definitely AI and intelligent deployment of powerful tools, like ChatGPT to enhance customer experiences and minimize fraud while improving efficiency. AccelTree’s AI team is working on some exciting projects, and I hope to talk about this in the next catch-up.

