# Our Mission - to establish a vibrant ecosystem for insurance innovation and transformation in New Zealand.

ASPIRATION

WHERE TO PLAY

Foster an environment conducive to cross sector collaboration and technology enabled innovation within the New Zealand insurance sector

Support and champion members as they lead the **digital transformation of insurance** in New Zealand

Attract more **talent, innovation, start-ups and funding** to New Zealand's insurtech sector

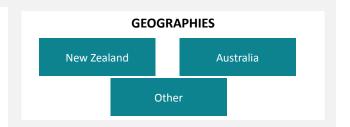
- · Life, health and general insurers
- · Actuaries, brokers, and reinsurers
- InsurTech companies and start-ups
- Professional services firms & tech vendors
- People and talent in the Insurance industry

Members

### Where will InsurTech NZ focus to ensure it can achieve this aspiration?

#### SERVICES

- · Creating engaging member events that advance industry issues
- Creating forums for insurtech leaders to meet and share knowledge
- Domain relevant digital communications
- Partnering with related organisations
- · Promoting insurtech careers
- · Building a knowledge base



#### What will InsurTech NZ do to ensure that it succeeds?

#### **KEY ACTIVITIES**

- 6-8 panel events & group briefings in Auckland/North Shore and WGN.
- Enable members to access 2-4 additional conferences/events by partnering.
- Seek 4 x media / podcast opps for members.
- Encourage online engagement esp via LinkedIn.
- Actively represent NZ to InsurTech Australia and the Global InsurTech Alliance.
- Maintain a knowledge bank of video content and industry data.
- Leverage the 2024 research to make an impact (Open Data)

#### **KEY METRICS**

- · Member retention and growth
- Number of members in different segments (incl. AU)
- Number of attendees at industry events
- Engagement in digital channels
- Introductions that lead to new partnerships between start ups and insurers

#### STAKEHOLDERS

- Members
- Other InsurTech communities and insurance industry organisations
- NZ Tech and Tech Alliance communities incl FinTechNZ, Al Forum and DINZ.

#### **BUSINESS MODEL**

- · Annual membership fees
- Event sponsorships & ticket fees
- Branded research and content partnerships

## What capabilities will InsurTech NZ need to succeed?

#### ASSETS

- Articles, videos, and knowledge base
- Event and marketing materials
- Proprietary industry statistics

#### **PEOPLE**

- SMEs and industry leaders within New Zealand insurance and InsurTech spaces
- A diverse and actively engaged membership base in AKL and WGN

#### **PROCESSES**

- Member identification, induction, management, and engagement
- Event planning and hosting
- Communications
- Governance

#### SYSTEMS

- Event management system
- Back-office systems
- Billing system

CRM

Marketing Systems

#### **EXPERIENCE**

- Stakeholder management
- Familiarity within the New Zealand insurance market
- Expertise in InsurTech start-ups

#### **RELATIONSHIPS**

- New Zealand insurers, participants, InsurTech & start-ups, VCs, NZTech, NZTE & professional service firms
- University tech graduate programmes
- · Other industry bodies