



# agenda

11TH OCTOBER 2019 | CLUJ-NAPOCA

**09<sup>30</sup> - 10<sup>00</sup> Conference Check In**

## 1. THE FUTURE FOR INSURANCE

- 10<sup>00</sup> - 10<sup>10</sup>** Welcome Note - Barna Erik, CEO Life Is Hard
- 10<sup>10</sup> - 10<sup>30</sup>** What does the future of insurance looks like
- 10<sup>30</sup> - 10<sup>50</sup>** The Future for Insurance - AI, RPA and the new technology ecosystem
- 10<sup>50</sup> - 11<sup>10</sup>** Understanding the growing threats of cyber. How has the cyber threat evolved over the past 5 years?

**11<sup>10</sup> - 11<sup>30</sup> Coffee Break (powered by sponsor)**

- 11<sup>30</sup> - 11<sup>50</sup>** Predictive Analytics
- 11<sup>50</sup> - 12<sup>10</sup>** Digital Transformation – Delivering Real Impact
- 12<sup>10</sup> - 12<sup>30</sup>** The vision of selling an insurance product Via App
- 12<sup>30</sup> - 12<sup>45</sup>** Impact of insurtechs on the insurance value proposition
- 12<sup>45</sup> - 13<sup>00</sup>** How Core Insurance Processes Will Change us To Support Connected Insurance Ecosystems

## 2. SUCCESS STORIES

- 13<sup>00</sup> - 13<sup>15</sup>** Beyond traditional brokerage: value-added distribution in commercial insurance. Explore how brokers can really add value to clients.
- 13<sup>15</sup> - 13<sup>30</sup>** Anytime, anywhere: paperless mobile insurance
- 13<sup>30</sup> - 13<sup>45</sup>** The importance of technology and digitalization in Insurance

**13<sup>45</sup> - 14<sup>45</sup> Lunch Break (powered by sponsor)**

## 3. PANEL DISCUSSIONS

### A) Digital Brainstorm

- 14<sup>45</sup> - 15<sup>05</sup>** Delivering 'extreme convenience' through alternative distribution models  
 Convenience is key: which new distribution models are most likely to take off with the customer?  
 Which distribution channels make the most commercial sense?  
 Value-added distribution: how can insurers and brokers take on the challenge?  
 Owning the customer relationship: will this begin to lessen in importance over the next 5 years?

### B) Insurance Market

- 15<sup>05</sup> - 15<sup>30</sup>** Romanian insurance market: trends and opportunities

## 4. ROMANIAN INSURANCE MARKET

- 15<sup>30</sup> - 15<sup>45</sup>** Romanian Insurance Market by 2020
- 15<sup>45</sup> - 16<sup>00</sup>** Digitization in Insurance Industry in Romania compared to Central and Eastern Europe
- 16<sup>00</sup> - 16<sup>15</sup>** PRBAR Academy – Projects for 2020. The importance of continuous education and training to develop a dynamic insurance market
- 16<sup>15</sup> - 16<sup>30</sup>** DD – 10 months since launching
- 16<sup>30</sup> - 16<sup>45</sup>** ASF perspectives on IDD after launching
- 16<sup>45</sup> - 17<sup>00</sup>** Health Insurance in Romania – insights and perspectives

**17<sup>00</sup> - 17<sup>15</sup> Coffee Break (powered by sponsor)**

**17<sup>15</sup> - 17<sup>30</sup> Closing remarks**

**20<sup>00</sup> Dinner Reception & VIP Party**