

# Rating Strategies & Issues

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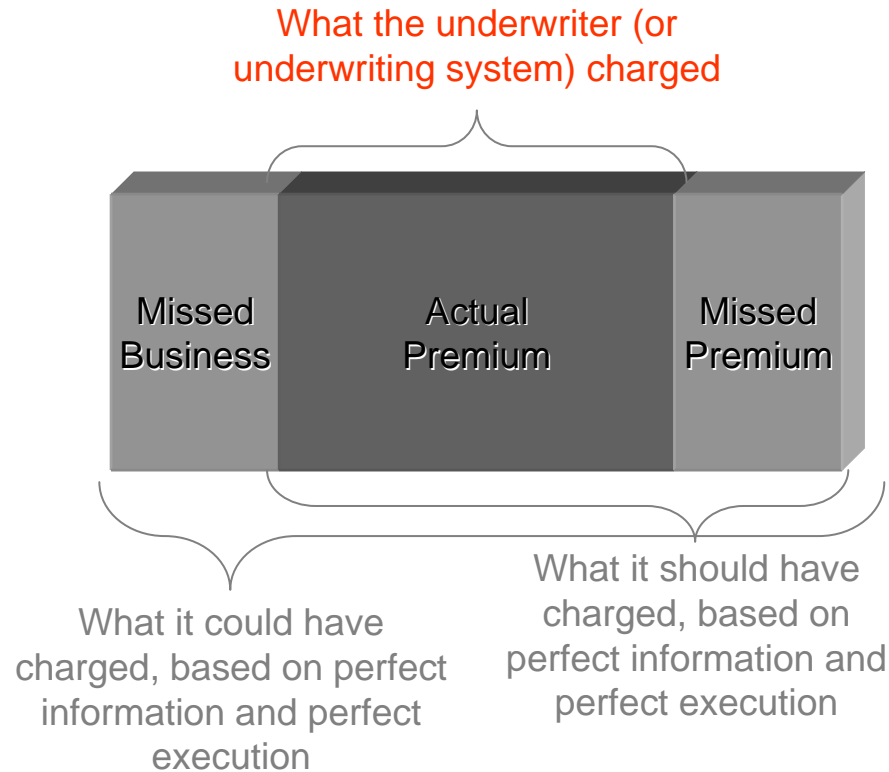
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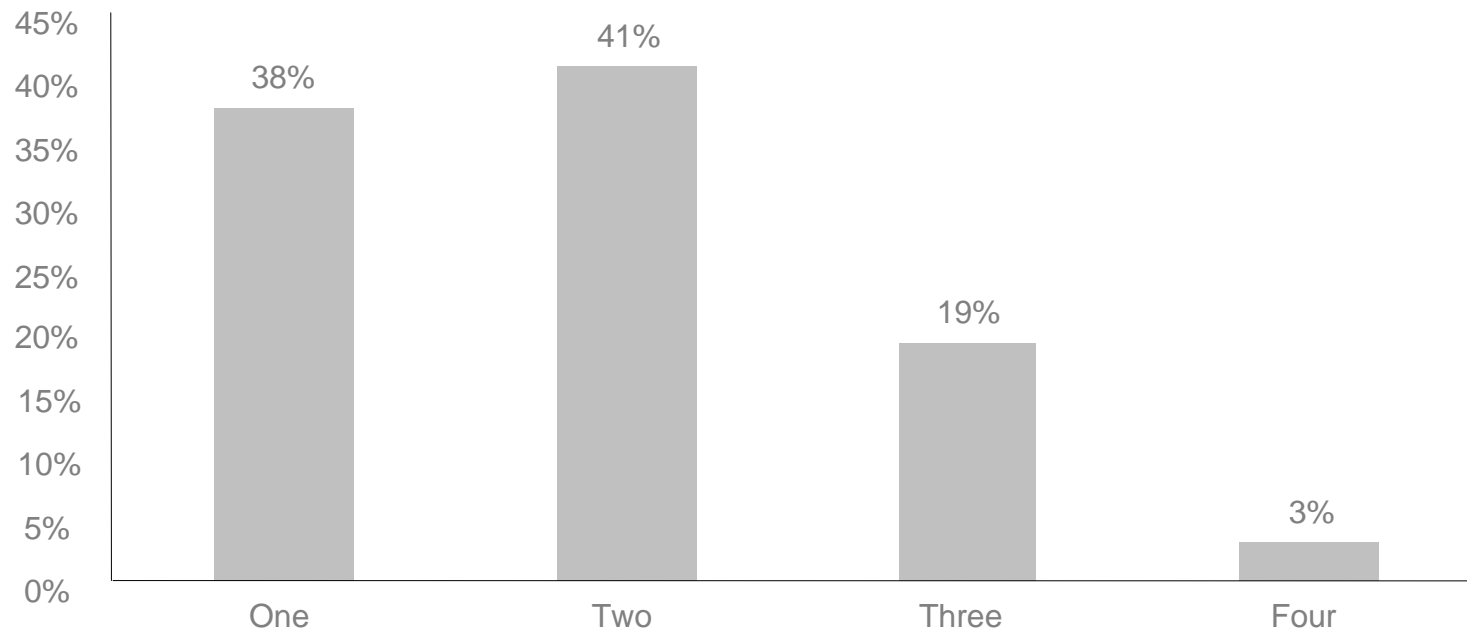
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# Addressing Leakage



# Need For Consolidation

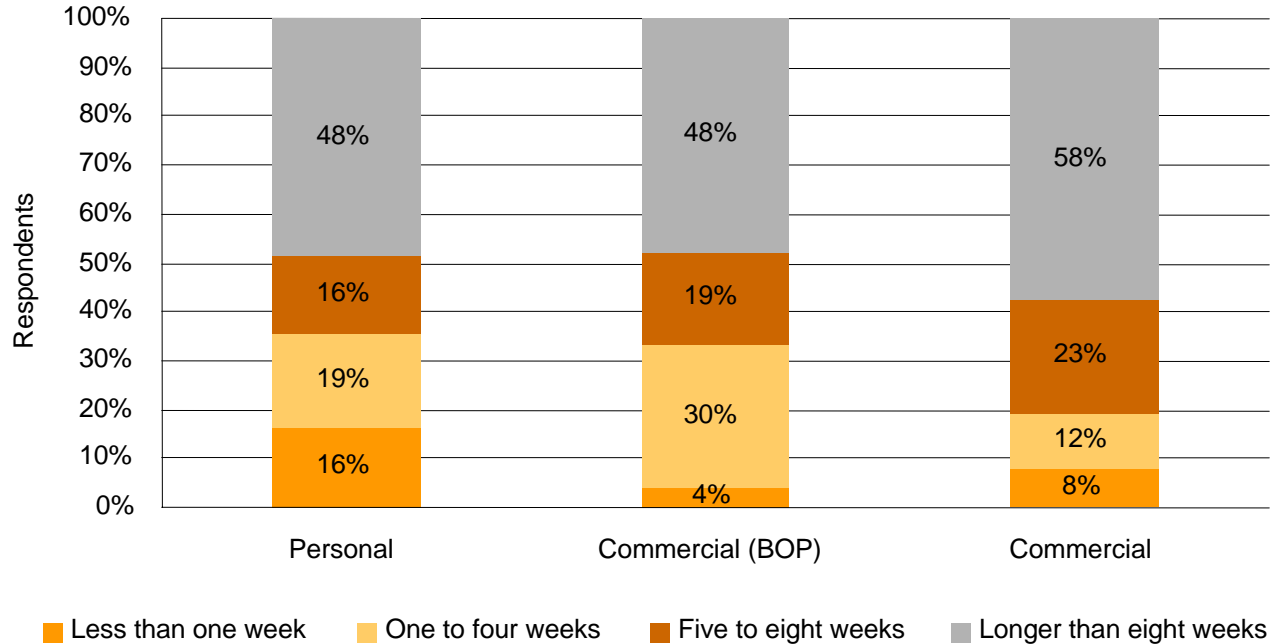
How many rating engines does your company have in production today?



Source: Carrier panel, Celent rating engine trend report

# Market Agility

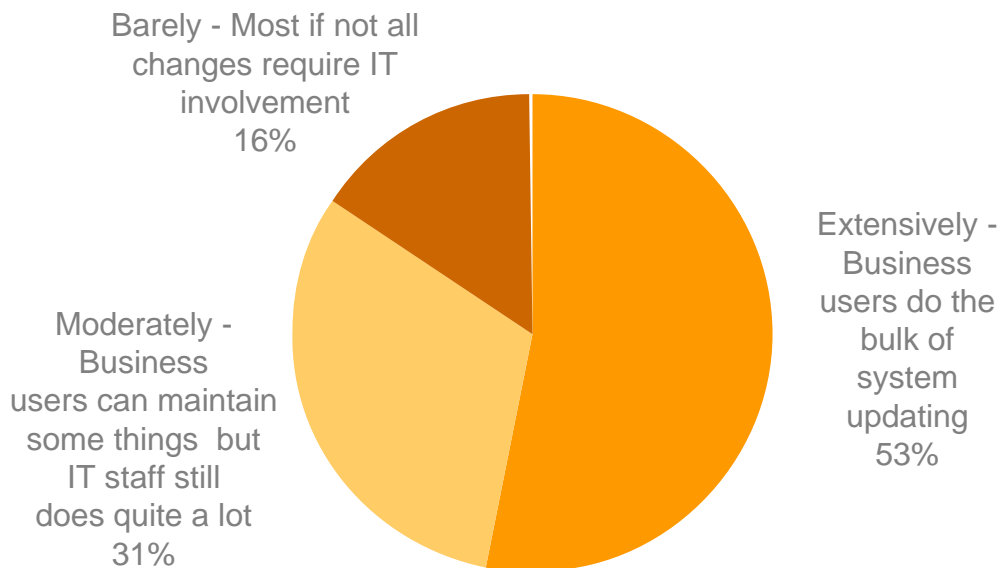
How long does it currently take your company to implement the rating functionality for a brand new product?



Source: Carrier panel, Celent rating engine trend report

# Rethinking Who Does What

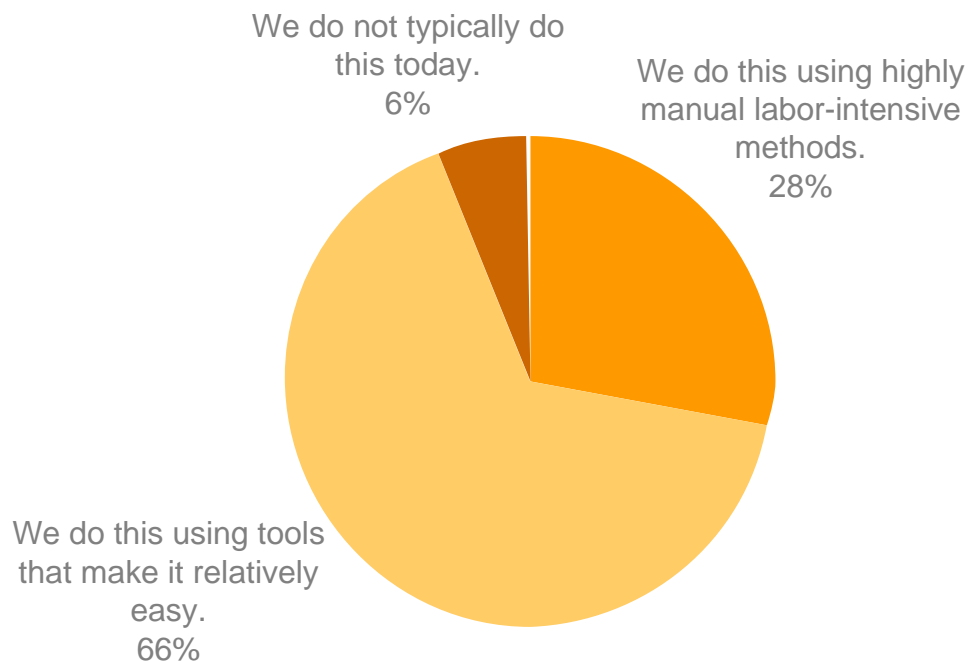
How involved are your company's business users in maintaining rules and rate tables today?



*Source: Carrier panel, Celent rating engine trend report*

# Leveraging Data

Some carriers use data from their existing book of business to model potential rating changes.  
Which statement best describes your company's typical approach to this issue?



Source: Carrier panel, Celent rating engine trend report

## Q & A

For more information, contact:

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## Best Practice Summary

- Leverage the new tools. SOA, XML, and modern systems really deliver results.
- Power to the people! Business users should be more hands-on than ever before.
- Make analytics more than an afterthought. They're no longer a nice-to-have. They give best-practice carriers a critical edge.