

XCEEDANCE ENABLES BUSINESS TRANSFORMATION

CXOs of insurance companies often partner with a host of business and technology service providers to expand their business. But many of those service providers are not insurance experts. They simply adapt industry-agnostic capabilities to serve insurers. For insurance leaders in a hyper-competitive business landscape, it means being deprived of the purposeful industry expertise and support they need to compete and grow efficiently.

Standing in sharp contrast is Xceedance, a global company dedicated to providing strategic insurance services, with a focus on the wide-ranging needs of insurance markets worldwide. Xceedance is a one-stop managed services provider for insurers, reinsurers, brokers, MGAs/MGUs and program administrators.

One-Stop Industry Expertise

The company's industry-trained workforce delivers cutting-edge services, encompassing a wide scope of the insurance lifecycle. Single-mindedly focused on organizational transformation, Xceedance helps insurers improve service levels, establish new business processes and boost revenue streams.

"We collaborate with our clients essentially in the role of company representatives, and not as a generic service provider," explains Arun Balakrishnan, CEO of Xceedance.

Xceedance features a comprehensive array of skills and services for just-in-time, incisive services based on the business, data, platform, architecture and integration requirements of diverse insurance organizations.

Rapid Success

Despite a relatively recent start in 2013, Xceedance has already witnessed impressive growth in the U.S., U.K., Poland and India, with clients on four continents.

Rapid and ongoing expansion is solid confirmation of the company's business and managed services strategy. The trajectory of Xceedance has occurred almost entirely through word of mouth, and predominantly from client references. "The domain-sensitive value Xceedance delivers on a daily basis is among the key drivers of success for our clients, directly substantiating the competitive advantage we provide for all types of insurers," according to Arun.

"Insurance companies are unique enterprises. So our people, processes and technologies are tuned to support the distinctive needs of sophisticated and dynamic clients."

> Manish Khetan, EVP

Focus on Knowledge and Empowerment

Regarding the company's developmental strategy, Arun explained, "our employees keep us on our toes. It's a regular occurrence at Xceedance for teammates to seek new assignments or projects, and ask to be involved in increasingly complex and stimulating work."

The vibrancy of the company in acquiring knowledge and skills to serve clients is palpable. Xceedance continually enhances the experience of its passionate workforce with industry training, insurance mentorship, career counselling, upward feedback surveys and more.

"In the next decade or two, we believe the emerging leaders of insurance companies worldwide will include a good number of Xceedance alumni," Arun asserts.

"Our clients are delighted by the contagious mindset of continuous learning, collaboration and execution at Xceedance."

> Amit Tiwari, EVP

Problem Solving Outlook

Xceedance is focused on establishing even deeper expertise and relationships within the insurance ecosystem, as the foundation of its strategic insurance problem-solving mission. It's a business philosophy that expects and demands a constantly expanding portfolio of services and an unremitting investment in the right people and in robust client partnerships.

"We strive to build a knowledge-based company, able to withstand the test of time and positioned to serve the global insurance industry far beyond the professional lifespan of the current leadership team. Our goal is to earn a reputation as one of the world's most trusted and influential insurance service providers," Arun concludes.

"With a unique blend of know-how in data sciences, business intelligence and predictive modelling, Xceedance meets the needs of insurers for timely and insight-driven decision-making."

> Amit Ranjan, SVP