



# Capgemini and Majesco Partnership

Bringing Rapid Innovation, Agility, and Market-leading Digital Capabilities to Insurance





# The insurance landscape

The insurance industry is going through tremendous change, riding a wave of changing customer expectations, shifting market landscapes and digital technologies. Insurers are recasting their business models due to technology-led disruptions, intensifying competition, new business models, new distribution channels, margin pressures, and evolving customer preferences, among other challenges. To adapt to the ever-dynamic market and overcome the challenges posed by legacy business models and systems, insurers now need to expedite or embark on a digital business transformation journey.

Next generation cloud- and API-enabled core systems are foundational for digital transformation, enabling rapid product innovation and dynamic integration with new data sources and capabilities, ensuring a seamless insurance value chain and customer experience. Revamped technology architecture and infrastructure, along with digital partnerships enable flexible, robust, scalable, and low-cost solutions to significantly improve value delivery and speed-to-market.

To truly reap the full benefits of such systems, insurers need an integration partner with core systems experience, deep insurance industry know-how, and the digital

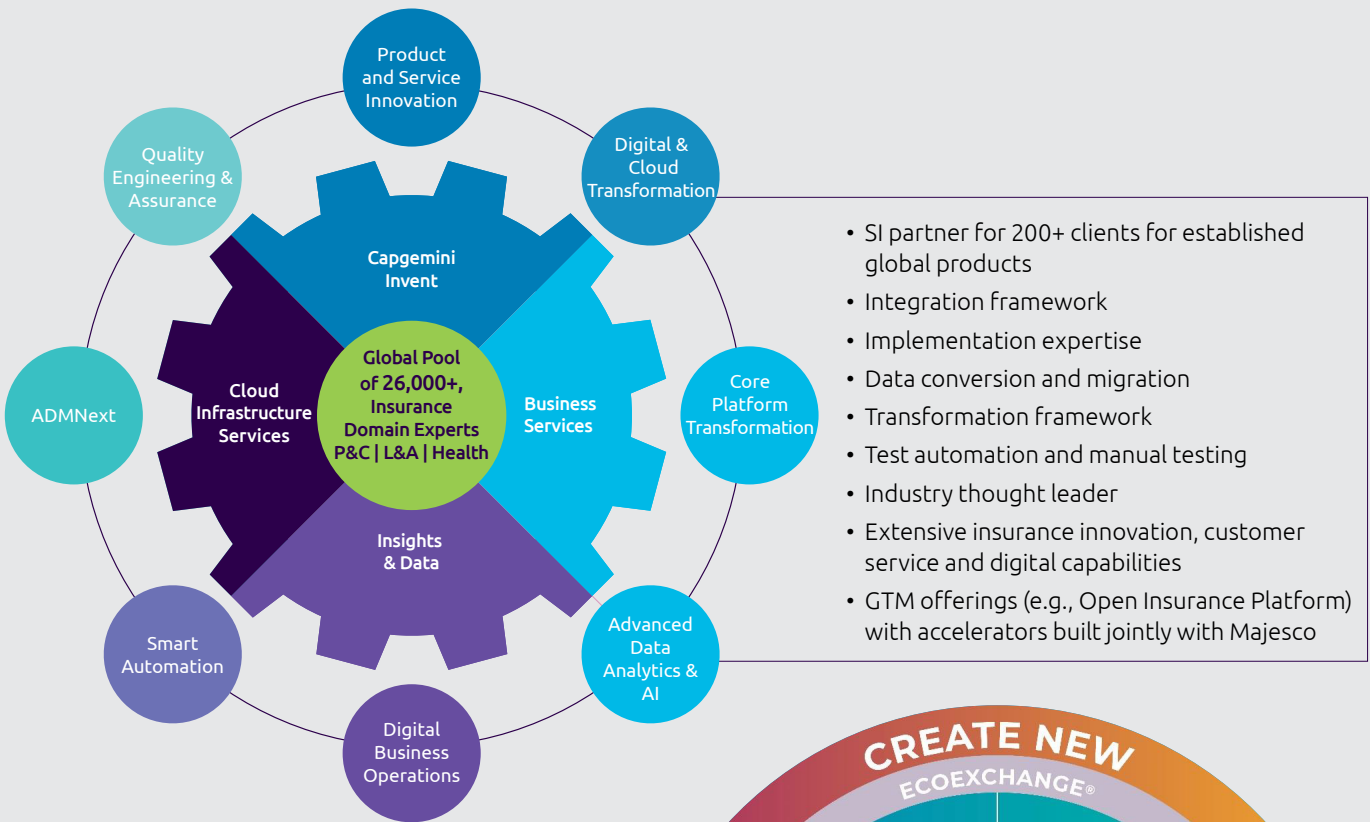
capabilities of tomorrow. For Life and P&C carriers who choose to invest in Majesco solutions to modernize their core systems, Capgemini is that partner.

Capgemini's Premier Self-Service Solution combines self-service capabilities with an end-to-end customer service solution utilizing Salesforce Service Cloud, Customer Communities, and Sales Cloud.



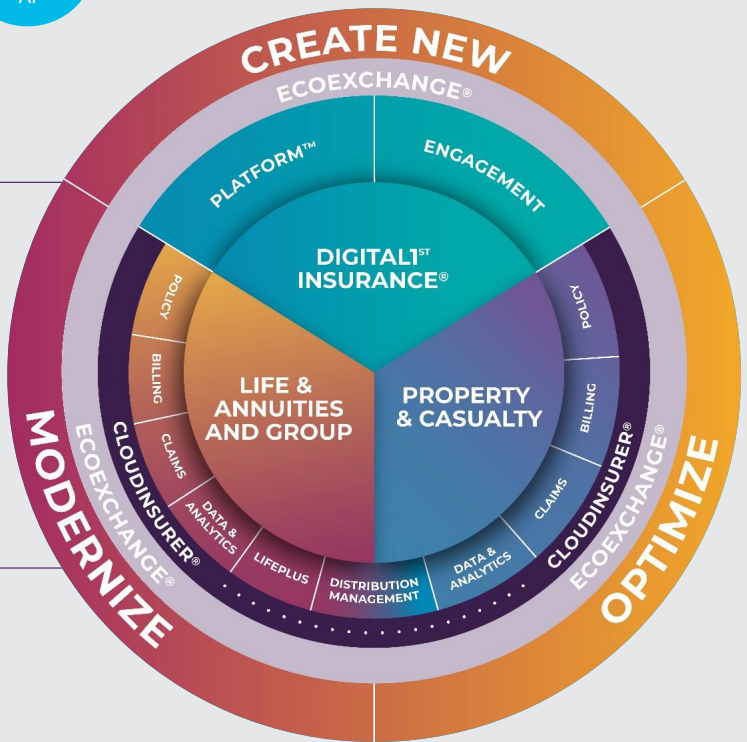
# Building a robust partnership across Life & Annuity, Group Benefits, and P&C

Capgemini and Majesco have partnered to build business and digital transformation capabilities for the Life and Annuity (L&A) and Group Benefits and Property & Casualty (P&C) markets, enabling insurers to be agile and innovative, all while meeting the demands of shifting market and customer expectations.



- SI partner for 200+ clients for established global products
- Integration framework
- Implementation expertise
- Data conversion and migration
- Transformation framework
- Test automation and manual testing
- Industry thought leader
- Extensive insurance innovation, customer service and digital capabilities
- GTM offerings (e.g., Open Insurance Platform) with accelerators built jointly with Majesco

- Next-generation cloud solutions
- Core, digital, data & distribution solutions
- Robust API catalogues
- Support for all P&C and L&A lines of business
- No Code/Low code digital platform
- Robust data & analytics platforms
- 30+ products, 5000+ capabilities, 2000+ REST APIs, 500+ events with payloads, 60,000+ business rules, 100+ pre-configured workflows, 7,000+ forms



As part of Capgemini's broad insurance transformation expertise, we bring our extensive insurance transformation, innovation, customer service, and digital capabilities for insurance carriers in the life, annuity, group, worksite, voluntary benefits, and property and casualty markets, helping them to achieve speed to value.

Together, we can implement Majesco solutions including L&A and Group Core Suite, Majesco P&C Core Suite and other solutions on-premise, in a private cloud or on public cloud options including AWS and Microsoft Azure leveraging a team of industry experts who are trained and validated in their deep expertise of Majesco solutions.

Additionally, we can provide managed BPO, ITO, and/or TPA services for L&A/group benefits, allowing the ability to lift and shift existing platforms and migrate to Majesco L&A and Group Core Suite once it's in our environment.

Capgemini is already engaged as an SI partner in 10+ Majesco customer projects with Capgemini resources involved in

business analysis, configuration management, testing, billing, portals, and more. Capgemini and Majesco have developed a robust training curriculum and certification program to build upon the large and growing pool of Capgemini resources for the Majesco suite of products.

For its pioneering go-to-market offering "Open Insurer", Capgemini has developed use cases with seamless, secure integration into Majesco core systems, using REST APIs. E.g.

- Cognitive Document Processing
- HRMS system integration for disability benefits



## Why Majesco?

More than 200 insurers, reinsurers, brokers, and MGAs worldwide—whether existing or greenfield operations—in P&C, L&A, and Group Benefits use Majesco's cloud-based solutions to transform their businesses by modernizing, optimizing or creating new business models and delivering speed to value. Majesco's cloud, API, microservices and no-code/low-code technology underpins the entire insurance value chain for both L&A and P&C market segments. Majesco's next-generation platforms connect people and businesses to insurance in ways that are innovative, hyper-relevant, compelling and personal.



# How does the partnership benefit insurers?

## Innovation & Digital Transformation

Take advantage of a comprehensive digital strategy and transformation plan to accelerate your innovation quotient and sustain growth.

## BPO and TPA Option

Capgemini also works with L&A and group insurers as a BPO/TPA to take over and improve the efficiency of any number of core or non-core processes or systems, allowing insurers to focus on core business competencies with the flexibility to address changing market needs. Capgemini can even help insurers take on or take over challenging lines of business to reduce overall administration costs, improve member and agent experiences, and decrease time to market for new products through its fully licensed third-party administration services.

## Leading Technology & Solutions

Leverage Majesco's next-gen technology to take advantage of a cloud-based, modern, open-API architecture that supports rapid integration to drive speed, agility, innovation, and scale. This includes an ecosystem of innovative partners offering data and technology capabilities.

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## Flexible Implementation Options

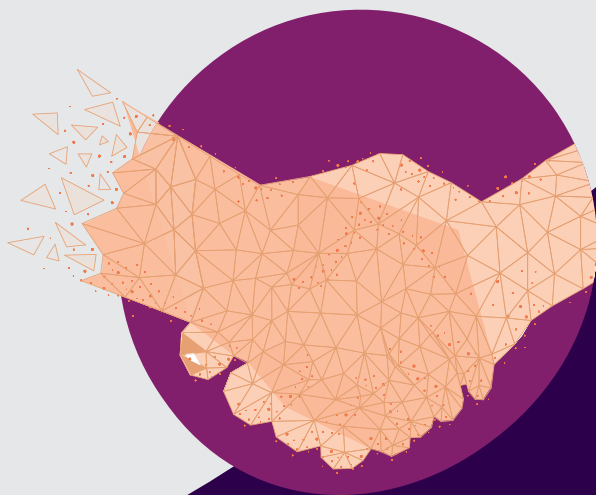
In addition to implementing the Majesco platform (core system implementation/replacement including greenfield/new product launch efforts), Capgemini can help integrate your surrounding applications including legacy policy/billing/claims, financial systems, and much more—a complex job that requires proven systems integration expertise. We also have deep expertise in program management, QA/testing, and data & analytics.

## Market Leadership, Industry Expertise

We lead change with our combined thought leadership focus on the intersection of business and technology trends relevant to the insurance industry. Together, Capgemini and Majesco bring unparalleled industry experience, domain knowledge, and technical expertise throughout the process from sales to delivery and service.

## Innovation

From proactive industry and InsurTech leadership to a formal and effective innovation program, both Capgemini and Majesco keep customers in a leadership position and continuously improve our offerings to address evolving needs.



# Our Recognitions

## Capgemini 2020 Awards

- Leader in Everest Group's Application and Digital Services in Life and Annuities Insurance PEAK Matrix 2021
- Leader in Insurance Business Model Innovation Enablement Services PEAK Matrix 2021
- Leader and Star Performer in the Everest Group PEAK Matrix for Data & Analytics Service Providers 2020
- 2020 'Leader and Star Performer' of the Year for Insurance Services by Everest Group
- Leader in Gartner's 2020 Magic Quadrant for Data and Analytics Service Providers
- Leader in IDC MarketScape Business Consulting Services 2020
- Global Market Leader in Next-Gen ADM Services in the ISG Provider Lens for 2019-20

## Majesco 2020 Awards

- Aite Group "Best in class" vendor for P&C
- Gartner Magic Quadrant Leader for P&C,
- Gartner Magic Quadrant Visionary for L&A,
- Novarica Dominant Player for P&C PAS
- Novarica Dominant Player for L&A PAS
- Forrester Leader Insurance Agency Portal
- Celent XCelent Award for Depth of Service for P&C PAS
- Quadrant Spark Matrix Leader for P&C
- Quadrant Spark Matrix Leader for L&A



## Talk to us

To take your insurance solutions to the next level with the Capgemini-Majesco partnership and know more about our offerings,

**visit:** [www.capgemini.com/insurance](http://www.capgemini.com/insurance) or

**contact:** [insurance@capgemini.com](mailto:insurance@capgemini.com)



## About Capgemini

Capgemini is a global leader in consulting, digital transformation, technology and engineering services. The Group is at the forefront of innovation to address the entire breadth of clients' opportunities in the evolving world of cloud, digital and platforms.

Building on its strong 50-year+ heritage and deep industry-specific expertise, Capgemini enables organizations to realize their business ambitions through an array of services from strategy to operations. Capgemini is driven by the conviction that the business value of technology comes from and through people. Today, it is a multicultural company of 270,000 team members in almost 50 countries. With Altran, the Group reported 2019 combined revenues of €17 billion.

For more details on Capgemini,  
please visit

[www.capgemini.com](http://www.capgemini.com)

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## About Majesco

Majesco provides technology, expertise, and leadership that helps insurers modernize, innovate and connect to build the future of their business – and the future of insurance – at speed and scale. Our platforms connect people and businesses to insurance in ways that are innovative, hyper-relevant, compelling, and personal. Over 190 insurance companies worldwide in P&C, L&A, and Group Benefits are transforming their businesses by modernizing, optimizing, or creating new business models with Majesco. Our market-leading solutions include CloudInsurer® P&C Core Suite (Policy, Billing, Claims); CloudInsurer® L&A and Group Core Suite (Policy, Billing, Claims); L&A Insurance Data & Analytics Platform, Digital1st® Insurance with Digital1st® Engagement Digital1st® EcoExchange, and Digital1st® Platform – a cloud-native, microservices and open API platform; Distribution Management, P&C Insurance Data & Analytics Platform, including an Enterprise Data Warehouse.

For more details on Majesco,  
please visit

[www.majesco.com](http://www.majesco.com)

