



PROFIDA ADMINISTRATOR WELL RECEIVED

Computer Science Software, developer of leading insurance policy administration systems, presented the PROFIDA Administrator Edition at the recent 2008 conference of the Insurance Institute of South Africa (IISA) where the technology attracted attention due to its ability to support insurers' efforts to serve the 'under-banked' market.

Daniel Putra, Managing Director of PROFIDA, said delegates were interested in the software's ability to integrate with EasyPay, a leading provider of electronic funds transfer and bill payment-processing services.

"This was developed in response to the need by insurers and underwriters to support new payment methods that serve their "un-banked" and "under-banked" markets effectively."

With EasyPay, when issuing a policy, a unique number is generated and printed on the schedule. Customers can take the policy schedule to retailers like Pick'n Pay or Checkers and make payments at till points. PROFIDA reconciles the EasyPay payments on a daily basis via the Internet.

Another innovation is the PROFIDA Rating and Quotation Engine, designed in such a way that rates can be changed on the fly. It manages multiple products and all classes of short-term insurance, and is geared to support niche and value-added products like roadside assistance and life product add-ons like funeral or accident cover. Quotations can be fully customised and users can include notes for clients to explain

sections, covers, excesses and other quote-related issues.

This gives great flexibility to first find the best rate for each section of cover. When happy with the result the new rates for specific sections only or for the entire product can be applied.

METROPOLITAN EMPLOYEE BENEFITS LAUNCHES NEW INVESTMENT PORTFOLIO

At a time when the local equity market is taking a beating, Metropolitan Employee Benefits (MetEB) today announced the launch of a new investment portfolio that is aimed at investors who are looking for a high degree of capital protection over the short term, but at the same time want to earn inflation beating returns over the longer term.

Jacques Senekal, product development actuary at MetEB says this fund aims to give investors more than cash returns while at the same time providing hard capital guarantees on a quarterly basis. The fund also provides hard capital guarantees for disinvestments resulting from benefit payments during a calendar quarter.

The fund's value lies in its ability to lock in returns on a quarterly basis. At worst you will get the value of your investment at the start of a quarter back at the end of that quarter. At best you will be able to capture the upside over a quarter and lock that in at the end of the quarter.

Senekal says MetEB has high expectations for the fund and is targeting all retirement funds with an interest in investing in a more conservative fund. The Metropolitan Protected Growth Fund represents a compelling proposition for retirement funds looking for the highest levels of asset protection – particularly those funds with an older membership.

"Finally," says Senekal, "if you have members that are nervous about the ongoing market volatility brought about by local economic issues like inflation and exogenous problems like the sub-prime issue, this fund is an excellent investment

UNIQUE BENEFITS FOR PEOPLE OVER 50

Ambient is a new short-term

insurance product for the plus 50 market, underwritten by Zurich. The owner of the Ambient product is BrokerNet, a wholly-owned subsidiary of Dex Financial Services, with more than 20 years' experience of insurance for people over 50. "That's why we may rightfully be regarded as experts specializing in the plus 50 market in South Africa," says Sollie Stols, Director of Dex Financial Services.

Ambient offers a series of unique releases and benefits exclusively for the more advanced, honourable and specialist market.

Ambient gives them exemption from payment of an excess in case of a vehicle claim, provided that the vehicle was driven by the insured or his/her spouse when the incident occurred. Furthermore, they benefit from a small, fixed excess of R250 in the event of non-vehicle claims. When an Ambient client completes 12 months without any (non-vehicle) claim, the client immediately receives an excess exemption certificate which can be used with his/her next non-vehicle claim. This benefit can be used immediately by the client. It is not linked to a waiting period like elsewhere in the industry, where a premium is usually only paid back after three or four years.

Research has shown that people over 50 are less inclined to claim for every small trifle. In a sense, they apply partial self-insurance by carrying small losses themselves. They drive less in rush-hour traffic and therefore pose a lower risk.

Ambient policyholders enjoy more unique benefits, including:

- Roadside, medical and other advisory services by Global Assistance Services
- Membership of the BrokerNet loyalty programme
- A funeral benefit of R5000 for the policyholder and his/her spouse
- Membership of SAARP, the South African Association of Retired Persons, with full benefits
- The Ambient policy is underwritten by the Zurich Insurance Company Limited, South Africa
- ID theft cover, underwritten by AIG

Stols says the Ambient policy is also available to all brokers, giving them direct access to a more affordable option for a very special and honourable market.