

Two European digital insurance leaders partner to usher in the future of insurance

Copenhagen, Denmark, 17 May 2018

enowa digital consultants and Tia Technology, providers of core insurance software, will deliver best-of-breed digital solutions and 'invisible insurance' to customers across Germany.

Today, leading digital consultancy, [enowa](#), and Tia Technology, based in Copenhagen, announce a strategic partnership. Both companies will invest in strengthening Tia's position, broadening its presence and distributing Tia's digital solutions across Germany. enowa will implement Tia's leading core insurance solution and develop custom software and core additions to shared customers. The joint value proposition includes world-class digital solutions and services along with decades of industry expertise to help strategically guide insurance customers into an extremely competitive digital future.

Enhancing enowa's offering

Focused on extending its services and software components offering, enowa chose to partner with Tia because of Tia's flexible, open-core insurance platform, its substantial investment in R&D and several recent strategic acquisitions.

Expanding Tia's footprint

In 2017, Tia's investment in R&D as a percentage of license revenue was 48%. Tia had a strong financial year across the board, including increased revenue by 51%, and is expanding its footprint globally. Tia CEO Christian Kromann says,

– In the last 18 months we've won 12 new customers across 5 markets and opened two new international offices. We want to continue this expansion and one of our focus regions is Germany where we see a strong need for our standardised solutions. Because of its deep insurance expertise and strength in the region, enowa is obviously

German consultancy firm enowa uses its deep insight from more than 20 years of industry expertise, together with modern technologies and methods of software engineering to master the digital transformation of insurance companies along their value chain. With specialised services, enowa enables insurance companies to execute sustainable digitalisation strategies: from conception of project implementation through to rollout. With more than 200 employees in Germany and more than 300 employees worldwide, enowa is a medium-sized, international partner for medium-sized and large companies in the insurance industry. The company's headquarters are in Rottendorf, with offices are located in Munich, Hamburg, Dusseldorf and internationally in Basel, Vienna and Shanghai as well as in Baltimore, Philadelphia and Los Angeles. Visit www.enowa.ag

the right partner to help us attract and serve new customers in the most professional, value-driven way.

A shared vision

In addition to delivering best-of-breed digital insurance solutions, the two companies also aim to become leaders in "invisible insurance." Holl explains, "Invisible insurance' is when your belongings, from your car to your refrigerator, can source the right insurance solution for you at any time, through your smartphone and a direct connection to a worldwide risk carrier. This is where the future of insurance is going and Tia's core system, with its open architecture and REST services, will be the enabler. Our consultants look forward to creating these leading-edge solutions for customers and to building on our strategic partnership with Tia."

– *The insurance industry is changing very rapidly, and we were looking for a core technology partner that is taking the same steps toward embracing the future that we are. TIA's insurance platform enables endless possibilities for integration to new, competitive technologies – and the company is investing heavily in self-service and data analytics solutions. That shows me we are two companies on the same path.*

Hans-Peter Holl, enowa Partner

End of press release

For interviews or more information, please contact:

Maria Liw, mli@tiatechnology.com,
+ 46 70 258 343

Tia Technology provides an open and flexible software platform to insurers all over the world. With over 20 years of experience and more than 65 customers globally, Tia has deep insight into insurance business processes. Offering the full scope of expert implementation, application management and hosting services, we deploy our expertise to help insurers execute their digital and business strategies and stay competitive. Visit www.tiatechnology.com