



## ALIS successful launched in India

## Diving into the local market

FIS Software, a global provider of package-based software solutions for life and pension firms, is delighted to announce the launch of ALIS, a solution especially tailored for the Indian insurance and micro-insurance markets.

ALIS, our cutting-edge pension and life policy administration software, implemented across eleven different countries, is now also LIVE in India; where thousands of policies in India completed their transition into ALIS every month!

*"The implementation of ALIS in India was supported by a BPO solution, provided by IBM. The collaboration of FIS and IBM reaffirms the software's capacity and potential. We have worked with IBM in various occasions before, and we are pleased to be working with them now in this very exciting opportunity in India."*

Mr. Shay Alon,  
Chief Executive,  
FIS Software

### The Challenge:

A local leading life insurance company was seeking a way to enter the Indian micro-insurance market. Their existing legacy systems could not provide the level of straight-through processing and unit cost price levels required to effectively support such an operation. A new, innovative solution was to be found.

Further, the client expects a solution that would be scalable proves to support tens of million policies; implemented rapidly, and flexible to be developed later based on experience gained and trends in the market.

### The Solution:

Leaving aside the time and risk factors involved in developing a new such application, as well as the costs associated with such an operation, the client chose to join hands with IBM and develop an end-to-end application that would provide the best solution to meet both short and long terms needs. The application would allow for hosting and BPO (Business Process Outsourcing) services to support new insurance projects undertaken by the client as well as new BPO clients undertaken by IBM India.

To develop the appropriate policy administration platform, the client and IBM evaluated a list of strong players in the field, before they selected FIS to provide the most adequate insurance technology solution and become their business partner.

FIS's solution –ALIS- had to be especially tailored for BPO environment and integrated into a complex "point of sale" technology that would cater for the specific needs around Micro Insurance, particularly around data and process validation.

### The Result:

Merely 4 months after signing the contract with FIS, ALIS was introduced as a pilot in two regions in India. Within a year's time, full-scale national rollout took place, allowing the client to launch new products in a brand new market and meet its new and exciting demands.

Together with IBM India people and their clients support, FIS has proved that with a winning combination of vision, leadership and planning, even the most seemingly impossible technology can be developed and implemented successfully!