Procurement: The Innovation Enabler
Agenda

<table>
<thead>
<tr>
<th>Nr.</th>
<th>Topic</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Introduction to Swiss Re</td>
</tr>
<tr>
<td>2</td>
<td>Global Sourcing @ Swiss Re</td>
</tr>
<tr>
<td>3</td>
<td>Global Sourcing 2020: redeploying capabilities to best serve the business</td>
</tr>
<tr>
<td>4</td>
<td>Swiss Re's InsurTech Accelerators</td>
</tr>
<tr>
<td>5</td>
<td>Strengthening capability to drive innovation</td>
</tr>
<tr>
<td>6</td>
<td>Questions</td>
</tr>
</tbody>
</table>
...a short video clip...

https://www.youtube.com/channel/UCarty4x013y5v9oVgH8-diA
Swiss Re is a leading and highly diversified global re/insurance company

- **150 years of experience** in providing wholesale re/insurance and risk management solutions.

- **We deliver both traditional and innovative offerings** in Property & Casualty and Life & Health that meet our clients' needs.

- **A pioneer in insurance-based capital market solutions**, we combine financial strength and unparalleled expertise for the benefit of our clients.

- **Our financial strength**\(^1\) is currently rated:
  - Standard & Poor’s: AA- (stable)
  - Moody’s Aa3 (stable)
  - A.M. Best: A+ (stable)

\(^1\) As at 13 February 2015
OUR VISION:
We make the world more resilient.

OUR MISSION:
Together, we apply fresh perspectives, knowledge and capital to anticipate and manage risk. That’s how we create smarter solutions for our clients, helping the world rebuild, renew, and move forward.
Global Sourcing manages Swiss Re’s total vendor spend
## Global Sourcing’s key services

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<thead>
<tr>
<th>Value proposition</th>
<th>Key services to the business</th>
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<tbody>
<tr>
<td>Leverages market knowledge and relationships to provide innovative and competitive vendor solutions</td>
<td>Provide access to external supplier options - get best value for non-compensation spend.</td>
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<td>Planning and solution design of external services to help the business with “make vs. buy”, option selection, and planning.</td>
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<td>Provide vendor management framework which helps us ensure we “source for termination” in partnership with the business stakeholder’s supplier relationships.</td>
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<td>Assess the acquired company’s vendor base and partner with the business to develop and execute an integration strategy and to harmonize economies of scale.</td>
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Create upstream value by leveraging existing capabilities through a new Vendor Solutions Unit

Vendor Solutions: Leveraging expertise & vendor relationships to provide competitive options
- Strategic projects: Supporting the business with realising strategic priorities
- Innovation: Co-development and realisation of mutually beneficial approaches and solutions
- Vendor Management: Development and deployment of the Vendor Management Framework
- Client Vendor Solutions: Collaborate with business partners to develop vendor solutions for our clients

Source to pay: Organisation and delivery model enabling lean processing
- Automate processes to provide global reach and scale through “Source to Pay” infrastructure
- Standardise routine requests through employee self-services
- Strengthened Sourcing Operations leveraging hubs

...linking upstream sourcing value and lean ways of working to create value across all Operating Units, Categories of spend and geographies...
...a short video clip...

https://www.youtube.com/watch?v=ssmNXScD8W4
Why join business accelerators?

- **Early access** to technology/products could improve our business or that of our clients
- Better understanding of fintech **developments and trends**, from both risk and opportunity stand points, supporting thought leadership in reinsurance
- **Knowledge** of existing programmes will improve the effectiveness of any Swiss Re tailored accelerators
- Access to and experience of a very different work environment; help bring an **innovation spirit** into the wider Group
- **Increased speed** to market/implementation
- Develop Swiss Re **mentors and leadership skills**

... yet at the same time keep in mind a potential investment bubble in the space!
The INNOVATION point is the pivotal moment when talented and motivated people seek the opportunity to act on their ideas and dreams.

W. Arthur Porter
Sourcing Capability Development Roadmap

Q3/Q4 2015
- Sourcing competencies established
- Competency profiles defined by sourcing job-type

Q1 2016
- Workforce plan introduced
- 2016 Goal setting
- Employee and Manager career discussion
- Shared understanding of growth aspirations

Q2 2016
- OTR for Sourcing
- Employee and Manager Competency assessment
- Refine and align development goals
- Targeted and agreed development actions

Q3/Q4 2016
- Receive feedback on formal sourcing training programme
- Employee and Manager review and discuss progress

...driving Vendor Innovation will require a new mindset and capabilities...
Questions?
Thank you
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