

NEAT EVALUATION FOR DXC TECHNOLOGY:

# Life, Annuities & Pension: Operational Transformation

Market Segments: Overall, New Business Setup/Underwriting,  
Benefit & Fund Management

## Introduction

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This is a custom report for DXC Technology (DXC) presenting the findings of the NelsonHall NEAT vendor evaluation for *Life, Annuities & Pension: Operational Transformation* in the *Overall, New Business Setup/Underwriting, and Benefit & Fund Management* market segments. It contains the NEAT graphs of vendor performance, a summary vendor analysis of DXC for life, annuities & pensions, and the latest market analysis summary.

This NelsonHall Vendor Evaluation & Assessment Tool (NEAT) analyzes the performance of vendors offering life, annuities & pension services. The NEAT tool allows strategic sourcing managers to assess the capability of vendors across a range of criteria and business situations and identify the best performing vendors overall, and with specific capability in the areas of new business setup/underwriting, customer/distribution service administration, benefit & fund management, life claims administration, and operations transformation.

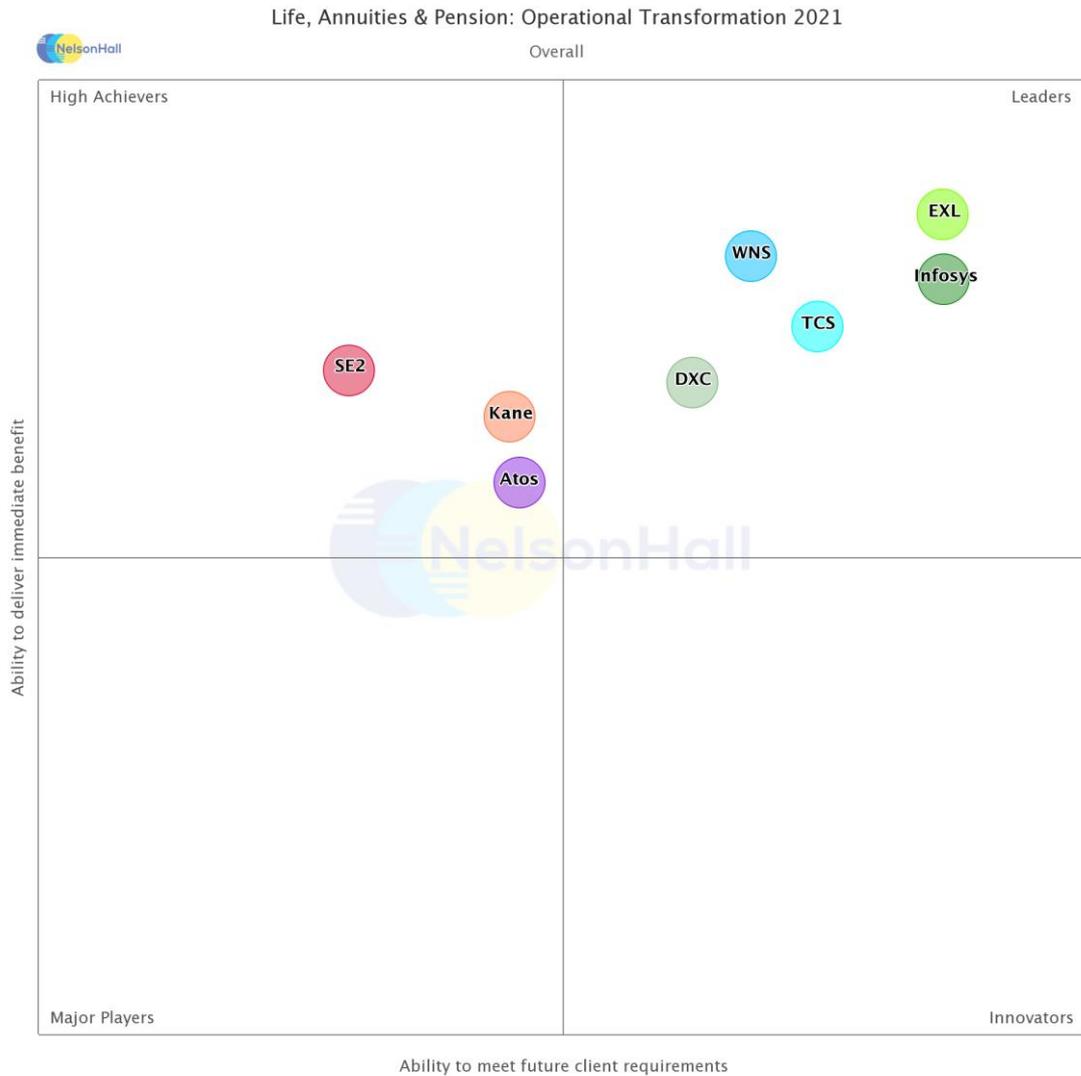
Evaluating vendors on both their 'ability to deliver immediate benefit' and their 'ability to meet client future requirements', vendors are identified in one of four categories: Leaders, High Achievers, Innovators, and Major Players.

Vendors evaluated for this NEAT are: Atos, DXC Technology, EXL, Infosys, Kane Solutions, SE2, TCS, and WNS.

Further explanation of the NEAT methodology is included at the end of the report.



## NEAT Evaluation for Life, Annuities & Pension: Operational Transformation (Overall)



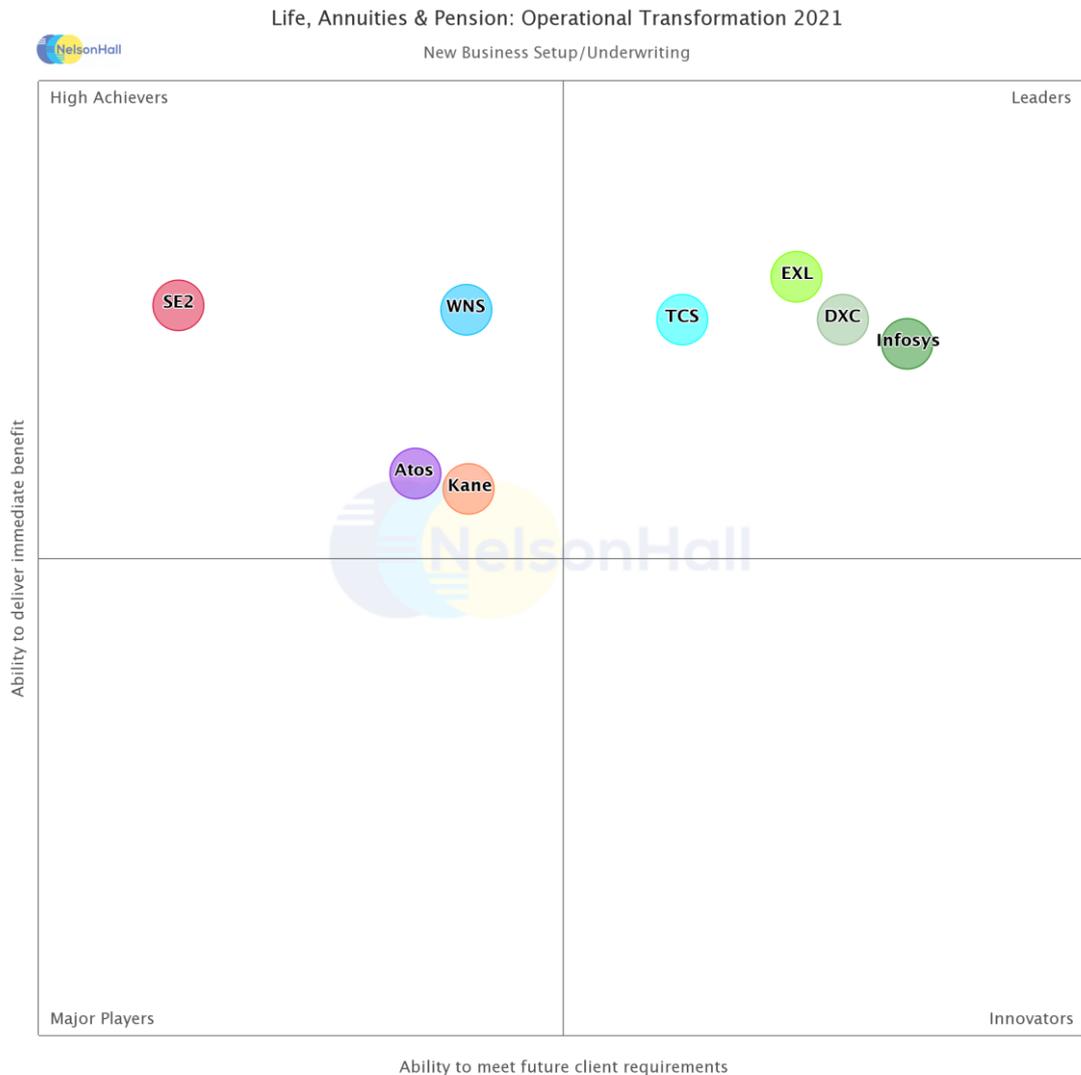
NelsonHall has identified DXC as a Leader in the *Overall* market segment, as shown in the NEAT graph. This market segment reflects DXC’s overall ability to meet future client requirements as well as delivering immediate benefits to life, annuities & pension clients.

Leaders are vendors that exhibit both a high ability relative to their peers to deliver immediate benefit and a high capability relative to their peers to meet client future requirements.

Buy-side organizations can access the *Life, Annuities & Pensions* NEAT tool (*Overall*) [here](#).



# NEAT Evaluation for Life, Annuities & Pension: Operational Transformation (New Business Setup/Underwriting)



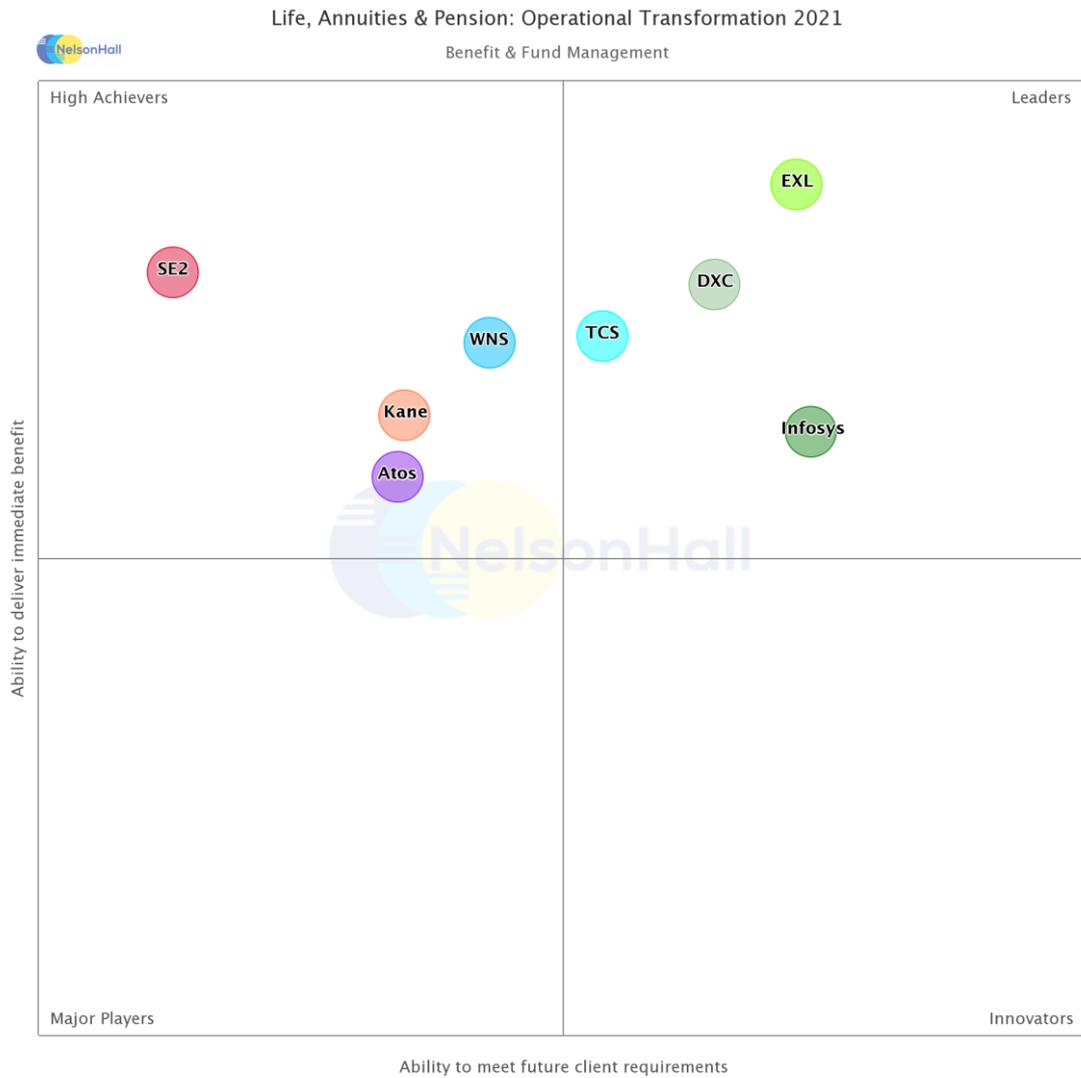
Source: NelsonHall 2021

NelsonHall has identified DXC as a Leader in the *New Business Setup/Underwriting* market segment, as shown in the NEAT graph. This market segment reflects DXC’s ability to meet future client requirements as well as delivering immediate benefits to life, annuities & pension clients with specific capability in new business setup and underwriting.

Buy-side organizations can access the *Life, Annuities & Pensions* NEAT tool (*New Business Setup/Underwriting*) [here](#).



# NEAT Evaluation for Life, Annuities & Pension: Operational Transformation (Benefit & Fund Management)



Source: NelsonHall 2021

NelsonHall has identified DXC as a Leader in the *Benefit & Fund Management* market segment, as shown in the NEAT graph. This market segment reflects DXC's ability to meet future client requirements as well as delivering immediate benefits to life, annuities & pension clients with specific capability in benefit and fund management.

Buy-side organizations can access the *Life, Annuities & Pensions* NEAT tool (*Benefit & Fund Management*) [here](#).



## Vendor Analysis Summary for DXC

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### Overview

DXC has ~25 years of experience in providing third-party administration services to life, annuities, and pension carriers in the U.S. market, with a recent expansion into Canada. DXC also leverages its breadth of insurance software and IT business solutions and capabilities to support its BPS offerings for LA&P clients. DXC reports ~4k FTEs dedicated to LA&P client engagements, utilizing both IP platforms and partnered solutions to offer comprehensive capabilities to carriers.

DXC provides a full complement of traditional BPO, BPS, and BPaaS services to life, annuities, and pension carriers in new business setup, customer administration and policy servicing, distribution support in licensing and appointments, and distribution compensation and commissions. Additional services include BPO and BPS support in acquisitions, transition services for closed blocks, unit value pricing and trading, policy conversions and system consolidations. In more detail, services include:

- *New business setup, underwriting, actuarial* – provides solution and service support in automated processing, quote generation and illustrations, and new business implementation
- *Marketing and acquisition* – offers automation and analytic tools to support clients in enabling online application completion, data sharing, and customizable rules engines
- *Customer service administration* – provides customer contact center support and solutions through digital web portals and mailroom intake, processing and ML-driven image processing and automated workflow
- *Life claims administration* – offers claims support services and solutions for automated intake and processing, validation, and automated workflow and correspondence generation
- *Distribution management* – BPO and BPS support in licensing and appoints, distribution compensation, and commissions
- *Benefit management* – proprietary solutions to support digital policy issuance, reinstatements and conversions, transfer and rollovers, and surrenders
- *Fund Management* – offers proprietary and service support in contribution processing, fund transfers and allocations, asset valuation, and regulatory filings.

In client engagements, DXC recommends using preferred partners to supplement its capabilities in underwriting, policy administration, claims, policy servicing, compliance, and customer experience. Such partners include biometric technology vendors to access customer information utilized in the medical underwriting process. Additionally, DXC continues to expand its capabilities and offerings through acquisitions.

### Financials

Nelsonhall estimates DXC's FY2020 revenues for life, annuities, and pension BPS at ~\$225m.



## Strengths

- Biometric partnerships and incorporation of data into the carrier's underwriting process
- TPA in U.S. and Canada licensed broker-dealer, and utilizes this expertise in compliance and regulation
- Conversational AI capabilities in DXC Assure for Life and Wealth, as well as partnered solutions (e.g. Guroos) to enhance the customer experience
- Continued curation of partnership ecosystem to provide comprehensive digital and service offerings, e.g. health and supplemental capabilities to LA&P carriers
- Secure cloud-enabled solutions for TPA, BPS, and BPaaS client engagements to reduce operating costs
- Extensive investment in talent skilling and expertise, and comprehensive proprietary digital solutions.

## Challenges

- Can expand regional talent development in compliance and actuarial services to improve regional footprint
- Can expand marketing and customer targeting solution offerings
- Can increase implementations of DXC Assure for Life and Wealth modules.

## Strategic Direction

DXC continues to evolve its TPA business through enhanced digital capabilities and aims to grow its portfolio of integrated insurance solutions through IP, acquisitions, and partnerships within the market. Currently, DXC offers a curated list of ecosystem partners to facilitate comprehensive offerings to LA&P carriers.

DXC will continue to centralize product development and externalization of calculations to speed product introductions and transitions, and provide cost efficiencies.

DXC will focus investments on expanding customer engagement capabilities within the solutions utilized in both TPA and BPS and in IT to create additional back- and front-office efficiencies, including those achieved by providing end-users with additional easy-to-use self-service functionalities. DXC will also invest in expanding digital products while enabling modular implementations and seeking additional ways to capture, leverage and display data for analytics and business insights. This is an internal focus as a TPA and for the BPS offering, combining this development with automation and AI to reduce manual touches.

## Outlook

DXC investments in IP and technology partnerships will grow in the digital solution portfolio, with a specific expansion of customer service administration capabilities. Look for increased implementations of customer experience modules and "CX-as-a-service" engagements. With the recent implementation of the TPA engagement in Canada, expect to see further enhancements to this client's systems and additional client engagements in this region.



## Life, Annuities & Pensions BPS Market Summary

### Overview

Global life, annuities, and pension operation transformation services are enabling clients to utilize AI-driven automation to improve digital customer engagement, increase the rate of straight-through processing, and reduce operational costs. Carriers can implement a mix of proprietary digital solution offerings from vendors with integrated partner solutions to enable comprehensive transformation. Key user requirements include strong operational domain and process understanding with breadth of RPA and automation capability.

Vendors are increasingly focused on touchless processing to bring efficiencies and increase volume handling, offerings in implementing automation within the underwriting process and APIs to the carrier's agent web portals.

Key investment areas include a focus in AI-enabled automation and process redesign across all business functions, and digital personalization of member communication through AI and analytics. Vendors are increasing investment and partnerships in cloud infrastructure to provide lower-cost solution implementations.

### Buy-Side Dynamics

The key decision factors in selecting a vendor to deliver global life, annuities, and pension operation transformation services are:

- Strong operational domain and process understanding
- Breadth of RPA and automation capability
- Advanced analytics capability
- Ability to offer cloud-based industry process transformation solutions
- Ability to rethink operational process boundaries
- Use of design thinking to reimagine processes and operating models
- Proprietary tools and industry platforms
- Machine learning and deep learning
- Blockchain capability.

### Market Size & Growth

NelsonHall estimates the global life, annuities, and pension operation transformation services market as ~\$3,029m in 2021. It is expected to grow at 2.5% CAGR to reach ~\$3,202m in 2025.

Although the COVID-19 pandemic continues to impact the life, annuities, and pension carriers, the transformation market continues steady growth around ~2.5% CAAGR over the next five years. North America continues to lead in terms of geographic market size, but Asia-Pacific is outpacing other regions with a higher rate of growth.



## Challenges & Success Factors

The key challenges faced by global life, annuities, and pension operation transformation vendors include:

- Developing automation and AI solutions to enable digitalization within higher emotive subjects (that are commonly expected by consumers to have a more human touch)
- Providing automation and digitalization for carriers to balance the digital with agent-owned processes in application completion, quote and illustration generation, as well as portfolio management
- Anticipating continued changes to customer policy buying behaviors
- Developing solutions and services to anticipate and support carrier clients in compliance with changing regulations
- Providing APIs to integrate external data for validation and underwriting
- Delivering complete omnichannel communication solutions
- Providing the integration of real-time data tools for analytics and automated processes within carrier clients' systems
- Delivering complete omnichannel communication solutions.

Key success factors for global life, annuities, and pension operation transformation services vendors include:

- Collaboration with tech firms and carrier clients to develop solutions
- Expanding COE and innovation labs in proximity to client delivery locations
- Maturity of conversational, multi-threaded virtual agents
- Offering secure information exchange in new distribution and new service and solution offerings providing proactive member outreach
- Continued investment and focus on services and solutions to improve member satisfaction, reduced leakage and operational costs, reduced TAT, and improved volume handling
- Digital offerings for carriers to pilot strategies and delivery models such as direct-to-consumer without disrupting traditional business
- Talent skilling and acquisition to provide domain expertise in medical underwriting and actuarial staff
- Achieving regulatory body certifications to perform BPO work for carriers
- Integration of IoT and biometric data integration to support medical underwriting
- Talent skilling to provide regional expertise to support compliance.



## Outlook

Vendors are increasingly focusing on enhancing the digital experience for consumers and agents, and the intake of unstructured and structured data. Carrier demand continues for automation and AI/ML solutions in new business setup and underwriting, customer service administration, life claims administration, distribution management, benefit management, and fund management. Vendors are investing and forming partnerships with tech firms to integrate or design AI-driven solutions to offer comprehensive support to carriers in consumer and agent engagement.

The future direction for global life, annuities, and pension operation transformation services will include:

- The LA&P BPS market is expected to reach ~\$3,202m in 2025
- Key focus areas for clients will continue to be improved member satisfaction, reduced leakage and operational costs, reduced TAT, improved volume handling
- Closed block and group carriers will be looking for solutions and services focused on efficiencies and cost optimization
- Open block engagements will require services and solutions to reduce new product launch time-to-market and bring innovative digital engagement methods
- Expanded scope of information exchange in new distribution and new service and solution offerings providing proactive member outreach
- Conversational, multi-threaded virtual agents to help customers feel at ease and share the amount of data necessary to provide full experience
- Implementation of gamification tools in marketing and customer acquisition
- Direct-to-consumer policies – digitization allows carriers to pilot offerings such as direct to consumer without disrupting traditional business.



## NEAT Methodology for Life, Annuities & Pension: Operational Transformation

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NelsonHall's (vendor) Evaluation & Assessment Tool (NEAT) is a method by which strategic sourcing managers can evaluate outsourcing vendors and is part of NelsonHall's *Speed-to-Source* initiative. The NEAT tool sits at the front-end of the vendor screening process and consists of a two-axis model: assessing vendors against their 'ability to deliver immediate benefit' to buy-side organizations and their 'ability to meet client future requirements'. The latter axis is a pragmatic assessment of the vendor's ability to take clients on an innovation journey over the lifetime of their next contract.

The 'ability to deliver immediate benefit' assessment is based on the criteria shown in Exhibit 1, typically reflecting the current maturity of the vendor's offerings, delivery capability, benefits achievement on behalf of clients, and customer presence.

The 'ability to meet client future requirements' assessment is based on the criteria shown in Exhibit 2, and provides a measure of the extent to which the supplier is well-positioned to support the customer journey over the life of a contract. This includes criteria such as the level of partnership established with clients, the mechanisms in place to drive innovation, the level of investment in the service, and the financial stability of the vendor.

The vendors covered in NelsonHall NEAT projects are typically the leaders in their fields. However, within this context, the categorization of vendors within NelsonHall NEAT projects is as follows:

- **Leaders:** vendors that exhibit both a high ability relative to their peers to deliver immediate benefit and a high capability relative to their peers to meet client future requirements
- **High Achievers:** vendors that exhibit a high ability relative to their peers to deliver immediate benefit but have scope to enhance their ability to meet client future requirements
- **Innovators:** vendors that exhibit a high capability relative to their peers to meet client future requirements but have scope to enhance their ability to deliver immediate benefit
- **Major Players:** other significant vendors for this service type.

The scoring of the vendors is based on a combination of analyst assessment, principally around measurements of the ability to deliver immediate benefit; and feedback from interviewing of vendor clients, principally in support of measurements of levels of partnership and ability to meet future client requirements.

Note that, to ensure maximum value to buy-side users (typically strategic sourcing managers), vendor participation in NelsonHall NEAT evaluations is free of charge and all key vendors are invited to participate at the outset of the project.



*Exhibit 1*

**‘Ability to deliver immediate benefit’: Assessment criteria**

Assessment Category	Assessment Criteria
Offerings	<ul style="list-style-type: none"> <li>New business set up/underwriting support</li> <li>Actuarial/analytics</li> <li>Marketing &amp; acquisition</li> <li>Customer service administration</li> <li>Life claims administration</li> <li>Distribution management</li> <li>Benefit management</li> <li>Fund management</li> </ul>
Delivery	<ul style="list-style-type: none"> <li>Scale of annuities product delivery</li> <li>Scale of open book life product delivery</li> <li>Scale of closed book life product delivery</li> <li>Percentage of offshore workforce</li> <li>Access to sector knowledge and skills</li> <li>Ability to reimagine services/processes</li> <li>Use of advanced analytics</li> <li>Use of digital transformation</li> <li>Use of carrier specific platform(s)</li> <li>Use of multi-channel/mobile application</li> </ul>
Presence	<ul style="list-style-type: none"> <li>Number of closed book life product engagements</li> <li>Number of open book life product engagements</li> <li>Corporate stability</li> </ul>
Benefits Achieved	<ul style="list-style-type: none"> <li>Perceived administrative cost reduction</li> <li>Perceived reduction in processing and turnaround times</li> <li>Perceived reduction in leakage</li> <li>Perceived improvement in volume handling</li> <li>Perceived improvement in customer satisfaction</li> <li>Perceived quality improvement</li> <li>Perceived flexibility with pricing</li> <li>Perceived value for money</li> <li>Overall Satisfaction</li> </ul>



*Exhibit 2*

**‘Ability to meet client future requirements’: Assessment criteria**

Assessment Category	Assessment Criteria
Future Offerings & Delivery	Level of investment in LA&P operation transformation Perceived future suitability in new business setup/underwriting/actuarial Perceived future suitability in customer service administration and multi-channel communications/mobile application Perceived future suitability in life claims management Perceived future suitability in distribution management Perceived future suitability in benefit and fund management
Future Use of Technology	LA&P platform(s) Ability to apply new technologies
Market Momentum	Outlook for revenue expansion Strength of partnership

For more information on other NelsonHall NEAT evaluations, please contact the NelsonHall relationship manager listed below.



[research.nelson-hall.com](http://research.nelson-hall.com)

**Sales Enquiries**

NelsonHall will be pleased to discuss how we can bring benefit to your organization. You can contact us via the following relationship manager:  
 Beth Lindquist at [beth.lindquist@nelson-hall.com](mailto:beth.lindquist@nelson-hall.com)

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