

Project Note

# Modern Software Solution for Insurance Agents

Zühlke developed high quality software for Skandia which makes it much easier to create quotes for life insurance. The application was delivered on time and supports the Skandia sales process.

**Task**

Skandia is one of the largest fund brokers and is a specialist in unit-linked financial products. Active in Switzerland since 1990, Skandia now is one of the leading suppliers of finance and insurance products in the financial security sector. Skandia has a network of insurance advisors. To support sales, new software was developed, which alleviates the task of advising customers and creating quotes. The requirements for the software are complex. An old application has the functionality but cannot illustrate new products and is cumbersome to operate. All mathematical models on which the insurance products are based must be illustrated completely and without interruption. The new application supports all user types (advisors, customer services, risk assessors, actuaries). An expandable, easy to use, modern application was produced.

**Implementation**

Zühlke compiled the detailed requirements in close cooperation with Skandia during an iterative process, and integrated the insurance products into the new J2EE application. The goal for the first project phase was to decrease risks to the extent that it will be possible to create a price estimate. In addition, specialists ran requirement workshops, provided GUI prototypes, lead interviews with insurance advisors and set up a new, much extended requirement document. In parallel, Zühlke implemented part of a product as a Proof of Concept. In order to keep to the cost framework and the dates, the development in the second phase was accelerated by the use of analogies.



**Technical Data**

J2EE (Servlet/JSP), Java

HTML, Javascript

Apache Tomcat

Struts

Dokument generation: iText

Data base: Derby, Hibernate

Tools: CruiseControl, Subversion, Mantis, Eclipse, Excel

**Customer benefits**

- High quality software: the software increases sales success and strengthens the competitive advantage.
- Independence: after the project Skandia was able to build in new insurance products as well as new J2EE architecture details independently, due to the application training provided during the project.
- Flexibility: the Zühlke team had the flexibility to change and add new requirements, due to the iterative development process.

Zühlke Engineering AG  
Wiesenstrasse 10a  
8952 Schlieren (Zurich)  
Switzerland

Phone +41 44 733 6611  
Fax +41 44 733 6612  
info@zuehlke.com  
www.zuehlke.com