



Society of Actuaries in Ireland

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**Beyond the Hype: The Hard  
Work behind Analytics Success**

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# Disclaimer

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**The views expressed in this presentation are those of the presenter(s) and not necessarily of the Society of Actuaries in Ireland**



# Disclaimer (PartnerRe)

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**The following presentation is for general information, education and discussion purposes only.**

**Views or opinions expressed, whether oral or in writing do not necessarily reflect those of PartnerRe nor do they constitute legal or professional advice.**



# Will, Skill, Data and Tech

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We Should Do That!



## Swiss client

- Cut pending claims reserves by 21%



## Australian client

- Lower rates by 6% - 12%
- Trigger claims team restructuring



# The Will

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# We should “do some analytics”

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Source: fotolia.com





# Getting buy-in *and keeping it!*

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- Business-relevant projects
- Clear value-add
  - Preferably bottom-line improvement
- Deliver quickly



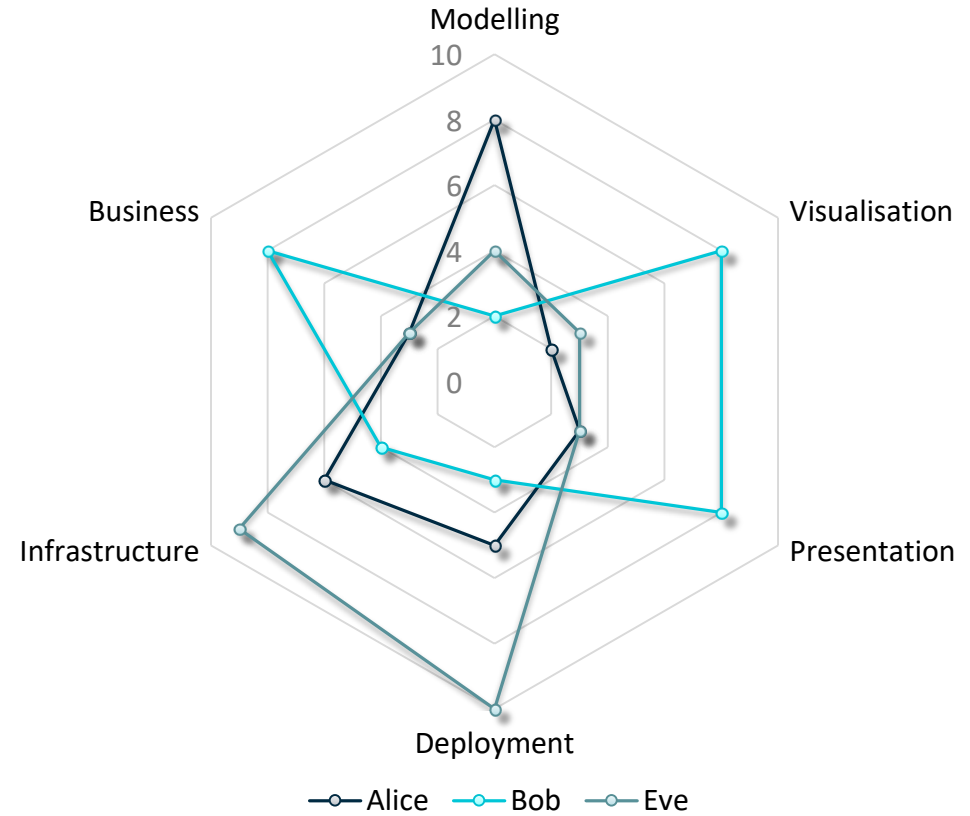
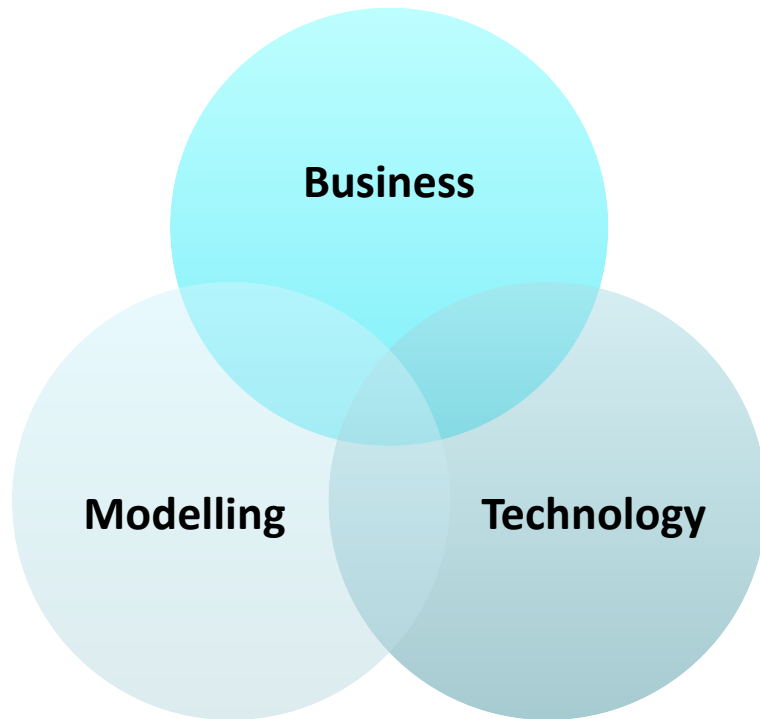
# The Skill

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# Find the right humans





# Recruiting

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- The environment
  - Acquiring top people is always hard
  - “Hot market”
  - What are analysts looking for?
- Understand
  - What is a data scientist?
  - What do you need?
- What’s worked for us
  - Be active in the local analytics community
  - Case studies
  - Keep an absolute standard in mind





# The Data



# The right data?

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- Quantity
  - Rare events
  - Slice and dice
  - Cross validation
- Quality
  - Granularity
  - Consistency
  - Errors and missing values
- Structure
  - Common identifiers
  - Semi- or unstructured
- Permission
  - Privacy
  - Future availability





# The Tech

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# Reproducibility

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- Scripted data manipulation and analysis
- Source control
- Controlled environment





# Collaboration

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- Centralized infrastructure



- Project management and issue tracking



- Mutual learning

- Seminars
- Code reviews
- Discussion forum





# Delivery

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- Presentations
- Reports or report templates
- Tools
- Interactive dashboards







# In Conclusion

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# What this means for client projects

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- Bespoke service
- True and committed partnership
- Clients own their own data



# Success factors

**WILL** – Buy-in from stakeholders

Pilot projects require top analytics **SKILL**

No analytics without the right **DATA**

**TECHNOLOGY** – Start small, keep flexible

We Should Do This!



Source: fotolia.com



# Questions?

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**Thank you**

**Have a great  
weekend**