



## **Auto Insurance Telematics: Get Started & Move Fast**

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***Principal***  
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John Lucker is the leader of Deloitte's global insurance advanced analytics and modeling market offering and the eminence leader for the Deloitte Analytics Institute. He is also a leader of Deloitte's advanced analytics and modeling practice, one of the leading analytics groups in the insurance industry.

***William Mullaney***  
***Director***  
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***New York, N.Y.***

Bill Mullaney is a director in Deloitte's insurance strategy and operations practice and is a co-founder of D-rive. Bill delivers advisory services to the life insurance, annuity, and personal lines property/casualty practices. He has more than 30 years of industry experience in group insurance, voluntary benefits, retail insurance, pension plans, and personal lines property/casualty insurance. In his most recent role, he was president of the U.S. business for MetLife, Inc., overseeing all of MetLife's insurance, retirement, and corporate benefit funding businesses in the United States.

***Sandeep Puri***  
***Director***  
***Deloitte***  
***New York, N.Y.***

Sandeep Puri is a director in Deloitte's insurance strategy and operations practice and is a co-founder of D-rive. He has also contributed to the creation of analytics-based ways for life insurance companies to grow premium. He has more than 20 years of experience in the insurance sector, having worked as a consultant and executive.

### **Session Description:**

Telematics, a historically unprecedented fusion of sensory technology and analyzable data, is creating new opportunities in personal lines and commercial lines auto insurance, and it reflects a broader movement toward "connected consumers" and shifting customer expectations. Insurers who utilize the behavioral data and policyholder connectivity offered by telematics can uncover benefits to underwriting practices and customer retention, potentially accelerating top-line growth and bottom-line improvement. Join the D-rive team to learn more about the



growing adoption of telematics in the auto insurance market and hear unique insights from industry experts on how to best test, launch, and integrate a telematics solution in the auto insurance business.

**Learning Objectives:**

- Provide an overview of the state of the auto insurance telematics market today and consumers' attitudes on mobile telematics;
- Highlight recent advancements in mobile technology and analytics that make data capture seamless for consumers and insurers;
- Communicate the applications of driving behavior data to existing and new business; and
- Offer insight on how to test and launch a telematics program.