

# THE FUTURE OF CAR INSURANCE: DIGITAL, USAGE-BASED, & PREDICTIVE

INSIGHTS FROM HONDA



## PRESENT DAY

The auto insurance industry is experiencing its most seismic shift since it began more than 100 years ago. Ahead of the [Connected Vehicle Insurance Summit](#), taking place this January 28-30 in Chicago, we spoke with [Aparajithan Rajendran](#) to hear his thoughts on operationalizing data to increase tactical level solutions, establishing a UBI program, the future of car insurance, and much more.



**Aparajithan Rajendran**  
Solutions Architect  
Next Generation Telematics, Honda

## ABOUT MR. RAJENDRAN

“As a Solutions Architect, I'm responsible for **designing secure, complex, real-time, scalable solutions at both technical & tactical levels**. I work with business stakeholders, enterprise architects, product owners & delivery teams to ensure the successful design & implementation of IT solutions & metrics driven operations. My ultimate contributions include **intellectual properties and innovations in the Telematics Services domain**. My expertise includes architectural design, presentation, and governance as well as building IT roadmaps & developing strategies to achieve business goals & vision. **Some of the recent strategies that I have developed are for Cloud & Big Data strategy and operationalization.**”

## ADVICE FOR AUTOMOTIVE PROFESSIONALS: ESTABLISHING A UBI PROGRAM

“Well, there are **two sides** to it. The automotive professional as a customer and as an insurer. Compared to a traditional approach, as a customer, one needs to learn how this impacts (always to an extent) their **privacy, lawful rights, what boosts their driving score**, whether it really works for them and how one could take advantage of this program and so on. **As an insurer, there are challenges that we still need to overcome**. Starting from how well the company handles the privacy issues, government regulations, justify the new rating plans, etc. In addition to OEMs, **finding well-suited technology & strategic partners in this space is crucial** for successful establishment of such program.”

## HOW TO EFFICIENTLY UTILIZE DRIVER DATA

“This topic deserves a presentation by itself. In general, **data can be utilized as efficiently as it is operationalized**. Mostly, such data is qualified as Big data. It needs to go through a process of cleansing, extraction, transformation, etc. **Driver's data educates us** about the driving pattern, vehicle usage, vehicle health, & the direct association between the driving style and vehicle health, etc. Depending on our LOB & AOIs, **we could utilize this data to achieve better customer awareness**, vehicle-parts durability which can be translated into economic benefits for both customer & the company.”

## PREDICTION: THE EVOLUTION OF CONNECTED VEHICLE INSURANCE OVER THE NEXT 5 YEARS

“**Telematics based UBI is already widespread across the nation** and established in most states. Companies have also started to realize the competitive advantages of such programs. The **technological advancements** would actually propel the effectiveness of using telematics devices in terms of cost, accuracy, data interpretation, etc. In the next five years, the **government regulations & the public awareness** & recognition of the economical, ecological, social benefits and acceptance of sharing personal information in order to take advantage of the services & the benefits would only **fuel the growth & success of this evolution.**”

## WHAT TO LOOK FORWARD TO AT THE CONNECTED VEHICLE INSURANCE SUMMIT & MORE DETAILS ON MR. RAJENDRAN'S PRESENTATION

“I have chosen the following topic for my presentation: **Operationalizing data to increase tactical level solutions**. I will be going over some of the most effective ways to use driver data in the ways I addressed above. **I will be sharing some of the state of the art Data Science techniques** to support application of quantitative thinking for data assessment. I will also be going over one of many ways to automate & operationalize the data using state of the art technology & services available in the market **for strategic advancements and business outcomes.**”



## OPERATIONALIZING DATA FOR TACTICAL LEVEL SOLUTIONS

JANUARY 28 - 30, 2019 | CHICAGO, IL

Join us this **January 28-30 in Chicago** at the **Connected Vehicle Insurance Summit**, organized for top tier industry thought leaders to come together to network, learn and gain further insight on how mobile apps, connected vehicles and usage-based insurance (UBI) are going to change the automotive landscape.

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### EARLY CONFIRMED SPEAKERS INCLUDE:



### ATTEND MR. RAJENDRAN'S PRESENTATION ON: TUESDAY, JANUARY 29TH

**9:45 AM**  
**OPERATIONALIZING DATA TO INCREASE TACTICAL LEVEL SOLUTIONS**  
 • Utilizing driver's data efficiently  
 • Applying quantitative thinking to assess data  
 • Cutting edge technology for better business outcomes  
 Aparajithan Rajendran, Solutions Architect, Next Generation Telematics, Honda

JOIN THE CONVERSATION!



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