ingenius™
intuitive solutions

The Intuitive and User-Friendly, yet Powerful, Insurance Illustration Platform

ingenius™ is an innovative state-of-the-art life insurance and annuity illustration portal. It is web-based by design. ingenius™ is a modern platform which utilizes the latest and most efficient suite of software, resulting in a very pleasant user experience that achieves business objectives. ingenius™ includes a powerful document management system, utilizing its sister web-based tool, espace™, to take full advantage of its Cloud capabilities.

Main Features of ingenius™

- The main business utility of ingenius™ is an Illustration software. ingenius™ illustrates a broad range of individual life insurance products, including:

  - Universal life — Fixed Account UL, Variable UL / Unit-Linked UL, and Private Placement Life Insurance ("PPLI") and Private Placement Variable Annuities ("PPVA"), and multiple death benefit options.

  - Whole Life, Endowment, and variations thereof, including participating and non-participating.

  - Term products, with a number of variations: fixed term, renewable and convertible, extendable term, and multi-term.

  - Other specialized life products.

  - Payout annuities, with numerous options of guaranteed payments.

- ingenius™ has been created to offer a flexible solution with highly customizable features. For example, ingenius™ is used for High Death Benefit Universal Life insurance products (multi-million face amounts).

- For Universal Life products, the illustration software includes features such as:

  - Single and joint lives (first-to-die and second-to-die).

  - US Tax compliance testing — 7702 GPT testing, non-MEC testing, and CVAT limits, including an "Optimization" algorithm to minimize the COI charges and maximize the tax-free accumulation portion.

  - Canadian compliance testing post-2016 and pre-2017, including an Optimization algorithm utilizing a side fund or face amount adjustment.

  - The ability to perform the Canadian and US Tax compliance testing simultaneously.

  - Additional specific country tax compliance regimes can be programmed on request.

Additional Features of ingenius™

Some other powerful features of ingenius™ include the following:

- Solve for premium(s) or face amount.

- The ability to solve for specific goal at any duration; for example, a specific amount of cash value at age 65.

- The ability to do "special quotes" and add new ones in a library of quotes. This permits the generation of some illustrations otherwise not allowed in the illustration. It allows for a high degree of flexibility without incurring costly system modifications to accommodate a one-off quote.

- The look and feel of ingenius™ can be set up using many of the customization features in the default template. If additional customization is required, then we will work with you to devise a solution that is within your budget..

- ingenius™ offers flexibility in the forms being printed. For example, illustrations can be printed in summary form or detailed form, with or without graphs, and with or without a Company's logo and identification.

- ingenius™ is priced competitively.

- Security is paramount for ingenius™ and this has been a key focus in its development. We can provide separate details as required.
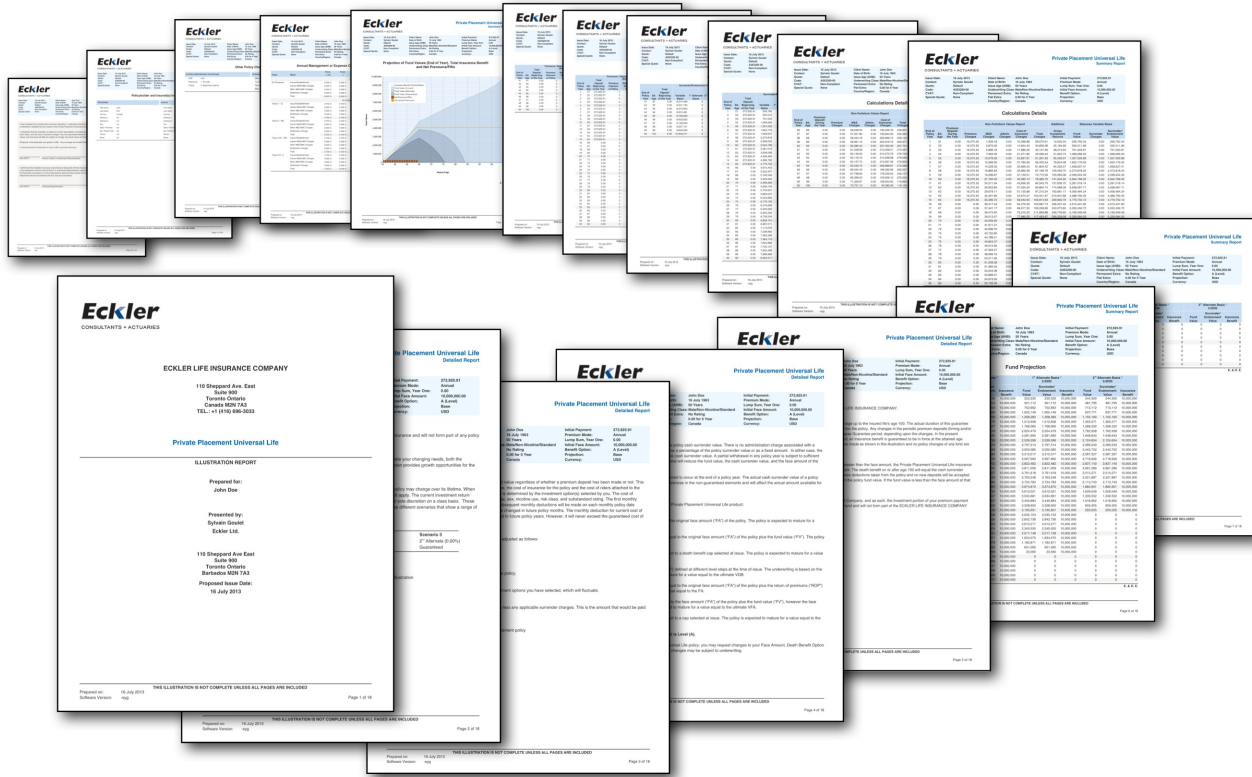
Other Ancillary Systems to ingenius™

- ingenius™ can be paired with espace™. espace™ is our powerful yet user-friendly Cloud service. It includes (a) Groups (files management system / sFTP), (b) Content Management System ("CMS"), useful for insurance forms and applications, (c) Panoramas (intuitive and flexible structured data system like CRM, and (d) Conversations, an extremely secured, confidential and user-friendly private communication platform that provides secure emails. espace™ data is also encrypted at rest and resides in Canada only.

- A further possible integration is with foreward™, our instant / simplified issue solution and "on-the spot" issuance of a policy. This is not so much geared towards fully underwritten products, but rather for limited underwriting.

- ingenius™ can generate a full policy contract that is ready to be delivered and signed by the client.

- Most of the System Administration functions can be controlled by the Company (those with administrator's rights), without the help of Eckler.

- ingenius™ is accessed through a secured URL, https://ingenius.ws. For any specific client, the URL will include the name of the client as a prefix, e.g. https://Client.ingenius.ws, or any other URL as registered by the Client.

Example of Output from ingenius™

Cost of ingenius™

- The implementation cost of ingenius™ varies greatly depending on the products implemented and the number of separate companies within an insurance group. The base cost for a full license is USD$125,000 to which the cost of implementing various products is added. For example, the cost to add a Universal Life type product is USD$50,000. So a minimum cost would be USD$175,000 for a Universal Life type product. An annual maintenance fee applies once the system is deployed, usually derived as 20% of the initial license cost, payable quarterly in advance.

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◢ Services Included — Maintenance

Once ingenius™ has been deployed and is functional, the maintenance stage of ingenius™ will start. For a fixed annual cost paid quarterly in advance, we will provide the following maintenance service (this is not intended to provide an exhaustive list):

- Fix any software errors and bugs.

- Fix any software issue that prevents the software from working efficiently as it was intended to function.

- Provide web hosting services in Canada, together with regular back-ups, including encryption certificate.

- Ensure that the software remains up-to-date as a result of changes in the main internet browsers. For instance, this will cover the situation when Microsoft Internet Explorer / EDGE comes up with a new version, and otherwise provide an upwardly compatible platform for the following browsers:

  - ✓ Windows - IE, Safari, Firefox, Chrome. It is highly recommended to use MS' Edge instead of IE, and Chrome is particularly highly performing under Windows.

  - ✓ Apple - Safari, Firefox, Chrome

  - ✓ Tablets - Particularly user-friendly on iPads.

- Provide clarification as to how certain features in ingenius™ should be used or what they mean, including special quotes code.

- Any other services that basically relate to the software running efficiently in the manner that it was designed for.

◢ Updates of ingenius™

In relation to any updates, we will issue modifications of the software as and when required. Before issuing any modification we will:

- test the same in order to ensure that it performs fully in accordance with its specification; we use a redundancy algorithm to automatically verify that no unintended changes have been introduced;

- inform the client of successful completion of the testing when the changes are considered material; and

- at the client's request, supply them with the test results.

When we perform the testing procedure, we use a Development Server to ensure no disruption of services from our Production Server.