

Generali optimizes financial processes by implementing SAP S/4HANA® in a record time of 6 months

With more than a century of active involvement in the country's financial life and development, Generali Hellas has solidified its position among the leading companies in the insurance market, capable of fulfilling the most demanding and specialized needs. Its years of experience, its financial strength and global know-how, certify the Company's commitment to excellence.

Placing the customer at the center of its activities, Generali reaffirms its vision to actively protect and enhance people's lives by delivering relevant and accessible insurance solutions. With the support of an extensive sales network of more than 3500 specialized independent agents and brokers throughout Greece and a staff body of 255 employees, Generali offers a wide range of versatile and dynamic products, designed to meet the most demanding insurance needs.

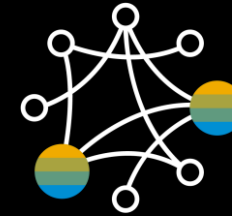
To ensure continued compliance with industry regulations, while minimizing risk & simplifying its internal business processes, Generali Hellas chose SAP S/4HANA® software solution. In close cooperation with experienced SAP Platinum Partner Real Consulting and its specialized insurance team, the company managed to establish a reliable system, optimizing its financial processes in a record time of 6 months.



“**Digital Transformation** is essential for us to **meet growing customer expectations**. The deployment of **SAP S/4HANA®** innovations is part of our strategic journey to embed Insurtech in our business model, which enables us to increase the value for our customers and distributors, placing us ahead in this race against time”

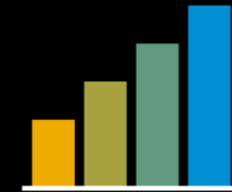
Elias Rigas, Chief Financial Officer, Generali Hellas Insurance Company S.A.

Generali is leading the digital transformation in the Greek insurance market by providing innovative products and services. The Company has consistently outperformed the market in terms of growth for a period of more than 15 consecutive years, recording steady, organic growth and improving its market share. Generali Hellas increased its investment in technology by more than 70% in 2017 and deployed SAP S/4HANA® to optimize business processes, improve its performance and simplify IT landscape.



3.500

independent agents and brokers constitute the extended network of specialized insurance consultants that company cooperates with



15 years

consecutively, the company outperformed the market in terms of growth by improving its market share from 1,3% recorded in 2002 to 5,2% in 2017



300.000

customers are being served successfully with very high quality standards

Improving efficiency and reducing complexity with **SAP S/4HANA®**

Generali Hellas Insurance Company S.A.
Athens, Greece
www.generali.gr

Industry
Insurance

Products and Services
Innovative insurance solutions
and services in Life, P&C and
Retail sectors for all lines of business

Employees
255 employees
3.500 independent agents and brokers

SAP® Solutions
SAP S/4HANA®

Generali Hellas trusted SAP and worked with SAP experienced partner Real Consulting to deploy SAP S/4HANA®. Now improved financial processes and real-time data analytics help the company stay ahead of the competition, while it continues leading the digital transformation in the Greek insurance market by providing innovative products and services utilizing its international know-how.

Challenges and Opportunities

- Establish a recognized, reliable system by integrating Best Practices of the Insurance field
- Provide a scalable & flexible technology platform to support future needs
- Meet and keep up with the significant reporting requirements and data analytics needs
- Improve productivity & efficiency by automating several manual & file based processes

Why SAP and Real Consulting

- SAP provides world-class enterprise management software that is sophisticated, stable and reliable
- Real Consulting offers expert knowledge of SAP business software and Insurance industry
- SAP software solution simplifies and unifies the IFRS & Solvency II data model and application architecture with focus on efficiency

Value-Driven Results

- Faster and simpler accounting processing
- Improved availability and reliability in data analytics
- More effective adaptation / customization to the working needs of company's team
- Improved overall performance

“We have empowered our people with SAP S/4HANA® solution to better face the upcoming challenges of our business”

Konstantinos Nanos, Accounting Supervisor, Generali Hellas Insurance Company S.A.

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Faster

period-end reconciliation and
period-end closing

Real-time

reporting to the Group

Integrated

view of all financials
(Tax, IFRS and Solvency II),
based on one set of granular data

Common basis

for both regulatory and managerial
accounting

6 months

implementation, provided
immediate value

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