



Client Needs in a Connected World – Leveraging Tech in a Large Group

Lee Bromfield

Agenda



- Overview of FNB Life
- System Options
- Deciding Where to Innovate Systems
- Principles for Choosing a System
- Our Views on New Technology
- Key Lessons From The Journey
-

Overview of FNB Life



System Options



○ Build



○ Buy



○ Adapt

Deciding Where to **Innovate Systems**



Principles for **Choosing** a System



**Ability to Meet
Needs**



Strength of Vendor

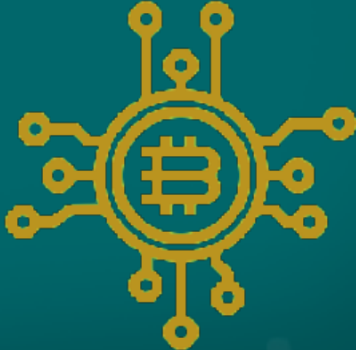
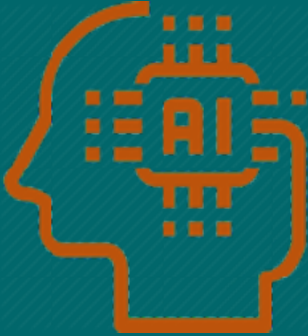


**Technical
Competencies**



Cost

Our Views on **New Technology**



Key Lessons from the Journey





Thank you