

Insurance Data Mastery Solution Spectrum

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November 2008

Celent coined the phrase “data mastery” to cover a broad range of technology solutions, including data warehouses, data marts, ETL, CRM, unified presentation layers, and business intelligence. Celent uses this term in order to focus on accessing and using data, whether it is used to empower knowledge workers (operational data mastery) or to empower business strategists (analytic data mastery), rather than focus on the particular technology solution. In such a broad space, where insurers may turn to many vendors for help, understanding exactly where each vendor’s solution fits in the context of a specific data mastery initiative is a challenge. This report profiles and positions 24 vendor solutions, whose areas of focus are charted in the table below. Celent believes that insurers should buy, not build, to enable their data mastery initiatives.

Table 2: Vendor Areas of Focus

Provider	ETL \ Data Exchange	Data Warehouse	Analysis Server	BI Content	Reports	Presentation Layer	Line of Business Focus
Actuate	•				•	•	L/H
CSC				•	•	•	P/C
Fair Isaac			•	•	•	•	Both
Full Capture Solutions				•	•	•	P/C
IBM	•	•	•	•	•		Both
Informatica	•	•	•				Both
Information Builders	•	•	•	•	•	•	Both
Innovation Group	•			•	•	•	P/C
Innovative Systems	•	•					Both
Insight Decisions	•	•			•	•	L/H
Insightful					•	•	Both
Insurity	•	•		•	•	•	P/C
iPartners				•	•	•	P/C
Microsoft		•	•			•	Both
Millbrook	•	•	•		•	•	P/C
Moore Stephens		•					P/C
Oracle	•	•	•	•	•	•	Both
PolyVista			•	•	•	•	New
SAP	•	•	•	•	•	•	Both
SAS	•	•	•	•	•	•	Both
SunGard		•	•	•	•	•	Both
Sybase	•	•	•				Both
Teradata	•	•	•	•	•	•	Both
UCT	•	•	•		•		L/H

Source: Celent