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ITC VEGAS

POST-EVENT
REPORT

2024

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President, ITC Vegas

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A Universe of Possibilities:
Captured

A Message From Nicole Peck, President, ITC Vegas



Thank you from all of us at ITC Vegas

Your contributions have left an indelible mark. Together, we are not merely creating an annual event but driving a movement that shapes the future of our industry.

This past year, we reached new heights, exploring a universe of opportunities and redefining what's possible in the world of insurance. On behalf of the entire team, thank you for your steadfast support and partnership at ITC Vegas 2024 and beyond. Your dedication has been instrumental in solidifying ITC Vegas as the premier destination for insurance innovation.

Your contributions have left an indelible mark. Together, we are not merely creating an annual event but driving a movement that shapes the future of our industry. As we navigate this exciting era, the modernization and transformation of the insurance industry remain paramount to meeting the evolving needs of customers and markets. Along this shared journey, it's vital to celebrate the connections forged, relationships strengthened, and partnerships ignited.

As we set our sights on 2025, the possibilities are boundless. We are excited to embark on the next chapter with you, imagining the remarkable achievements yet to come.

With deepest appreciation and warm regards,

Nicole Peck
President, ITC Vegas

The Power of ITC Vegas

Audience Highlights



ITC at A Glance

ITC Vegas is proud to be the largest gathering in the world for the insurance industry.

Audience Breakdown

9,046 participants

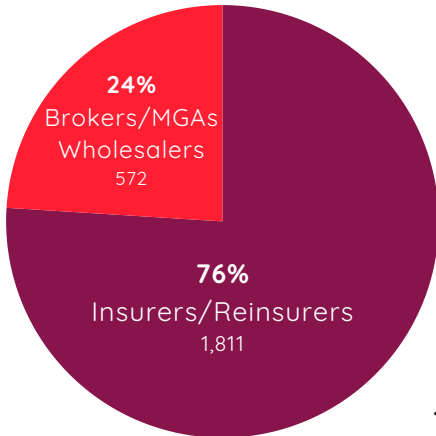
including:

44 regulators/
government entities

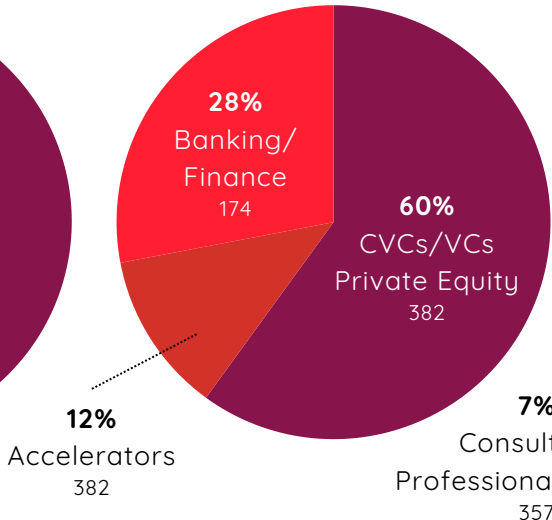
681 sponsors/partners

The Insurance Ecosystem

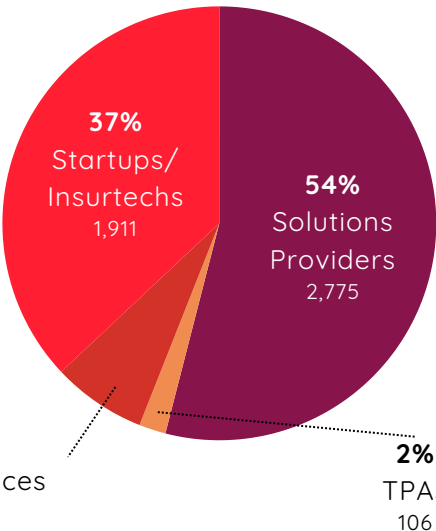
Incumbents



Investors



Innovators



The Power of ITC Vegas

Audience Highlights

Top Carriers Attend ITC

- 10 of the Top 10 Commercial Lines
- 25 of the Top 25 Commercial Auto
- 23 of the Top 25 Life + Annuities
- 9 of the Top 10 Cyber
- 22 of the Top 25 Workers Comp
- 41 of the Top 50 Personal Lines Auto
- 80 of the Top 100 P&C
- 8 of the Top 10 Excess & Surplus
- 18 of the Top 25 Reinsurers



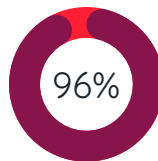
All About Connections

12,228 accepted meetings

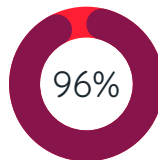
(these are the ones we know about through the app, doesn't take into account the thousands held outside of app scheduling).



90% active in the event app



96% connected with at least one person

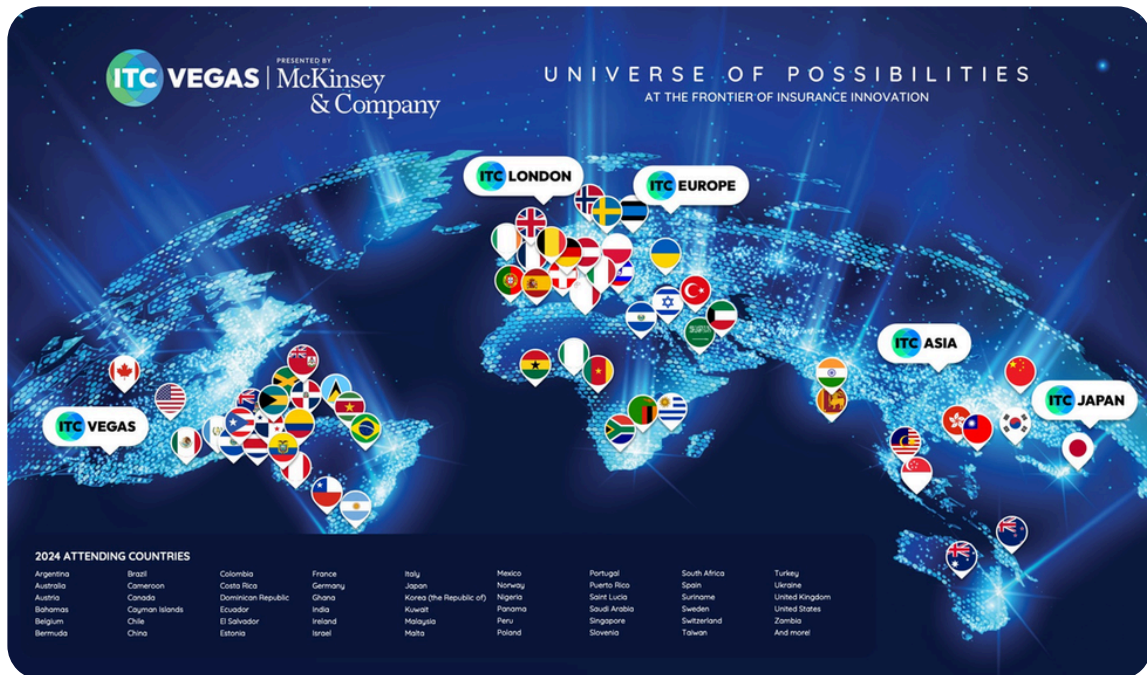


96% of meetings held rated positively

The Power of ITC Vegas

ITC Welcomes the World

ITC Vegas is the world's most global gathering of insurance innovation.



57

Countries Represented

by attendees, including the US.

Top 10

USA, Canada, United Kingdom, Israel, Brazil, Australia, Japan, Nidia, Mexico, Germany

13%

International Attendees

ITC Vegas features insurtech startups from **45 countries** around the world.

Hear from the best

Interstellar Main Stage Lineup



“We are at a place where we are picking our professional service providers because of how we make them feel, how they make us feel...in a world where you can be anything, be adaptable, be courageous, be empathetic, be wise...We will separate ourselves on our most humanistic qualities...we may live in a world that is more human not less because of [AI] technology.”

Zack Kass, Futurist and Former Head of GTM • Open AI



“NASA uses [the] term, expeditionary behavior, [to] strike the right balance between your self-care [and] taking care of your team...We have different [talents]. We’re all [good at] different things. I think it’s important to elevate and support your team members to do the job the best they can, but understand we have all different ways of contributing.”

**Scott Kelly, Former NASA Astronaut
& Retired United States Navy Captain**





“Innovation has to be top of mind...this is one of the most exciting times that I’ve been in the business...the role that we get to play as an industry representative and as a citizen is incredibly important...Over the next decade, the continued move towards specialization or customization will not [cease.] The integration of newer technologies honing the skills from data and analytics will only get better.”

Vince Tizzio, President & CEO • Axis Capital



“[For your investors,] choose people who really understand your business and are willing to work to understand your business...pick [investors who] really know and want to know your business....[There are] all sorts of interactions that benefit from a group that starts from a base of patience and strong, strong conviction over the vision of the business and what you are trying to accomplish.”

Kyle Nakatsuji, CEO and Co-founder • Clearcover



“One thing about valuation is that the market is maturing right now, so any immature market like insurtech was a few years ago [is changing]... When you’re seeing that maturity happening, where the business models are dispersing massively, whoever has a good business model is starting to get ahead and a lot of poor business models are either having to change or going towards zero.”

Sid Jha, CEO & Founder • Arbol

A Tour of the Galaxy ITC Agents

In 2024, we introduced four new curated programs and neighborhoods: ITC Agents, ITC Brokers, ITC LATAM, and ITC L&A + Group Benefits.

Each of these unique programs featured curated educational content, meetups, social networking, and their own areas on the Expo Floor.



Top Themes

1. Practical strategies for growing your agency's book of business
2. AI: What does it do, what doesn't it do, and how you can use it
3. So good they can't ignore you - building an agency that others want to buy
4. Low-tech hacks to create outsized influence
5. What did we learn in 2024? And with what consequences for 2025?

InsureTech Connect's first swing at an agent focused event was raw and real, packed with ideas, insights and inspiration from some of the most intriguing voices in insurance. Marques Ogden kicked the day off with pure heat. Alexis Cierra Vaughn dominated in our very first "Mic Drop" session (a new format you won't get anywhere else)...Thank you Nicole Peck and Drake Slaikeu-Lawhead for believing in the vision of what ITC Agents can become. Now to step the game up in 2025. This is the way.

Ryan Hanley, CMO, Linqura | Founder, Finding Peak

We came, we saw, we conquered.....We had the pleasure of bringing a lot of our clients and a partner who were first-timers this year at InsureTech Connect, some of them joined us on #Theboardroom podcast Live from ITC Vegas...[The agents in attendance] learned so much and were so grateful for everyone who shared advice with them as well.

Alexis Vaughn, Founder, CEO, ITC Vegas Advisory Board Member

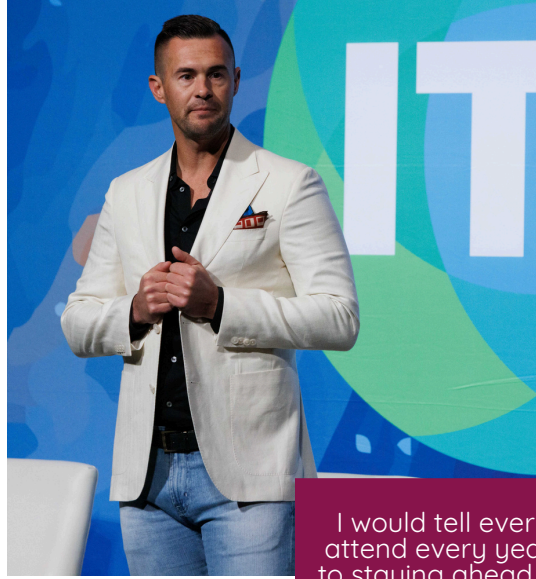
Topline Stats

- 328** attendees
- 35** US states, 5 countries
- 61%** first-timers
- 59%** of attendees VP+

Featured Speakers

- Ryan Hanley
- David Carothers
- Jeff Roy
- Dawnyel Smink
- Aubie Knight
- Kyle Ulrich
- Keith Savino





I would tell every owner this is a must-attend every year. It will be so impactful to staying ahead of the industry knowing the tech that is coming and the quality of agents that attend are industry leaders.



This is the largest group of technology focused insurance individuals. I love the 1:1 meetings, so much more efficient than other conferences.

An opportunity to meet with vendors from around the world that may be able to help you take that next step in business.



A Tour of the Galaxy

ITC Brokers



Top Themes

1. Winners and losers in the coming revolution
2. Future AI scenarios: from likely to far-fetched
3. The rise of the 'unsexy' startup
4. The last mile in digital distribution

Topline Stats

9 of top 10 brokerages represented
50% of attendees VP+
37% of audience interested

Featured Speakers

- Bryan Davis
- Ibrahim Gokcen
- Tamara Zaichkowsky
- Anil Jampana
- Matt Watkins

“As brokers, we have a responsibility to clients and to the world to make sure our customers have the right education and advice...And the way to do that is to not just to look at technology alone but look at things collectively. I really believe we can do this together between carriers, between brokers, and between technology providers.”

Bryan Davis, President - VIU by HUB

“You have to reimagine what is the value of a broker...The value of a broker in that may not be processing a transaction, but the value of a broker has to always be advising the clients on what their needs are and delivering that value prop in a modern way.”

Ibrahim Gokcen, Chief Data and Analytics Officer - Aon

“The two things we think about as we develop technology are ensuring that it is creating value and replacing a component of that. The relationship piece also needs to enhance or be able to provide that connectivity. But the trust is the other big piece.”

Tamara Zaichkowsky, Chief Digital Officer - Acrisure

“Most people struggle with change. It’s about really being able to convince people that this is for their convenience and to really help with their day-to-day operational work to really understand in terms of what their needs are. It’s about communicating that from the beginning in terms of showing why this is a good thing. Resistance to change is extremely common.”

Anil Jampana, Chief Information Officer & Senior Partner





Definitely the place to be if you are looking to drive innovation in the insurance industry.



Curated Programs, great networking opportunities, excellent content, the events running in parallel are also great for more networking opportunities. Overall a great way to meet, connect, and learn from insurance executives in the industry.

It is an excellent resource for learning about the newest and best developments in the insurance technology industry. Panels on the future and current status of insurance are insightful.



A Tour of the Galaxy

ITC LATAM



Top Themes

1. AI and embedded insurance
2. The state of investment in Insurtech in Latin America
3. Where are we in the Insurtech journey? Perspectives from company founders
4. Lessons in insurance innovation from Brazil

Topline Stats

- 227 participants
- 16 LATAM countries represented
- 38% attendees VP+,
- 35% C-Suite

Featured Speakers

- Hugues Bertin
- Carlos Cendra Falcon
- Roberto Teixeira
- Clorinda Mantaras
- Ney Ferrera Diaz
- Camila Serna

“Think big and start small and scale fast...what can we do with a partner, and how do we pick a controlled experiment to prove the value, while the value is for the consumer for a better customer experience or greater protection for the partner to ensure they’re working with us with a common and shared vision and strategy for what we have said we will build together.”

Camila Serna, EVP, Head of Digital Acceleration, Chubb

“Large corporations have a lot of compliance rules and if you try to fit in an insurtech into what we require from our large providers, it’s never going to fit. So, you have to create a different environment where we can have a higher chance of things to work.”

Ney Ferraz Dias, CEO, Braadesco Auto/RE





The LATAM space is growing, and ITC Vegas is a good place to connect with innovators from the region, and the US.



It is simple...it is the biggest insurtech event in the world. The whole industry is there. If you want to be noticed, it is the place to be!

This is the one event for insurance that has almost everything and is the gathering place for many of the people you need to talk to.



A Tour of the Galaxy

ITC Life & Annuity + Group Benefits

ITC L&A + GROUP BENEFITS

Top Themes

1. Driving Innovation: Funding Dynamics in the L&H Insurance Sector
2. The Personalization Revolution: The Role of Genetic Data in Unlocking Value and Promoting Engagement
3. Transforming Group Benefits with Advanced Underwriting and Risk Assessment

Topline Stats

18 of top 20 L&A carriers
Represented **25%** of overall
audience with **14%** overall
audience interested
35% of attendees VP+

Featured Speakers

- Richard De Sousa
- Samantha Chow
- Sears Merritt
- Andrew Schafer
- Brittany Clements

“I think sometimes we forget that we’re in the business of paying claims...we’re helping millions of Americans at the worst time in their lives, and that is important. That’s really important... we’re in it to protect people. And even more importantly than that, we provide the guardrails on financial security in this country.”

Andrew Schafer, VP - Workplace Benefits Solutions, Principal Financial Group

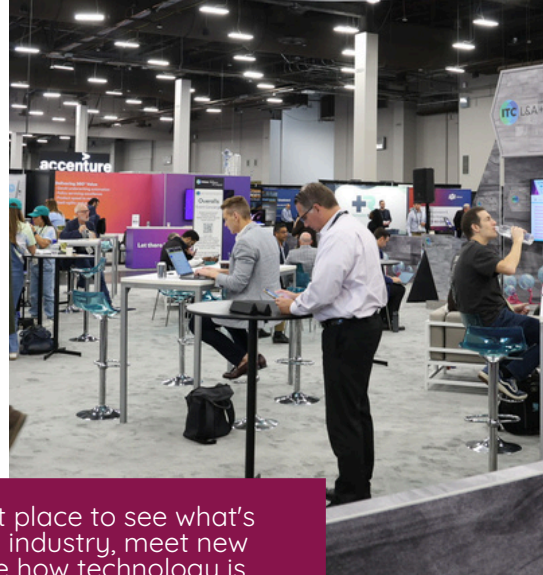
“...you can only automate so much. You’ve got to have some kind of human intervention at some point, but there are gen AI tools and AI tools that work with third party data to help bring components together to help create a specific decision-making path. As long as that path is consistent, then once you find an error then you can go back and retrain – but that’s where human intervention comes in.”

Samantha Chow, VP - Global LA&H Sector Leader, Capgemini

“A lot of carriers that I speak with have been bogged down for a couple of years with policy, admin overhauls, digital transformation and they are now coming up for air. So that’s really encouraging as well because sometimes it’s not the cost of a partnership but it’s the time and resource and the prioritization that is difficult. I see a lot more openness now and I think that’s really encouraging..”

Brittany Clements, Managing Director, American Family Ventures





It is an excellent place to see what's going on in the industry, meet new people and see how technology is changing the business of insurance.



ITC Vegas is an excellent opportunity to get view of what is happening in the insurtech space globally, hear from industry leaders and get to engage with the latest and greatest insurtech businesses. In addition, it's an as incredibly fun few days to connect with market leaders and influencers and reconnect with your own network.

It is such an amazing opportunity to network and hear from experienced individuals in the insurance industry.



The Power of ITC Vegas The Buzz

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It's been two weeks since #ITCVegas, and the feeling is incredible. I've already started working on content that will go live soon, sharing my insights from the conference (and there are many!) and, most importantly, the valuable personal and professional connections made since. The journey from #Israel and back was exhausting, but it was worth every moment.

One of my main takeaways is the community that truly exists here. I'd heard the term before from the amazing **Nicole Peck**, **Bill Harris**, and the **InsureTech Connect** team, but honestly, I was a bit skeptical. It's a great buzzword, but I wondered if there was something real behind it. I'm happy to say I discovered it's absolutely true. The companies that presented and spoke have been featured at ITC for quite some time, showing the maturity these companies have achieved. The discussions felt more substantial and grounded, with no empty buzzwords thrown around.

The people and companies that attended (yes, there were some things missing—more on that in upcoming posts, though) genuinely seemed to be part of the movement, not just observing it. Everyone was there to contribute to change, not just to see what would happen.

Above all, I finally got to meet my good friend **Brett Fulmer**. It was amazing spending the conference days with him and seeing how well-connected he is—everyone seemed to know him, making the U.S. feel surprisingly small.

So yes, I can confidently say we have a community here that cares, that supports its members and is committed to evolving and ensuring the insurance industry keeps pace with the times.

(Don't miss upcoming posts from Alon Ke, Audrey Goldsb, Figueroa, Mancho, Business, Adesm, Joshua, Mariyam, Peter Tibbrook, Rocio Sarriegui, Vidur Nayyar, Mitch, Emilio, Naby, Brito, and Valkyrie Holmes.)

“Everyone was there to contribute to change, not just to see what would happen... we have a community here that cares.”

👍❤️👎👏 95 reactions



Sabine VanderLinden · 2nd
Activate Innovation Ecosystems | ...
Visit my website
2mo · Edited · 🌐

Celebrating #WomenLeaders and Unforgettable Moments from #ITCVegas 2024!

Just touched down in London after an exhilarating week at ITC Vegas 2024. As they say, what happens in Vegas... makes for great LinkedIn posts! Connections were everywhere—from the expo hall to the blackjack tables (just kidding—or am I?).

Here are some highlights worth sharing:

◆ Climate Resilience Took Center Stage: Our interactive workshop was a smashing success! We unearthed deep insights on structuring and reframing climate resilience strategies. Big shout-out to the dream team—**Franklin Manchester**, **CPCU**, **Mike (Fitz) Fitzgerald CPCU, PMP**, **Auditee Dutt**, **Rushabh Doshi**, **Scott Gunther**, **Madalina Lavinia**, and **Adam Lewis** and com...

“An exhilarating week at ITC Vegas 2024...connections were everywhere—from the Expo Hall to the blackjack tables..”

👍❤️👎👏 286 reactions

◆ US Strategic Pricing Meet-up: Wow! The energy was electric when we teamed up with **Lisa Wardlaw**, **Magdalena Ramada Sarasola**, **PhD** and **hyperexponential's** CRO **Richard G. State** for a deep dive into pricing strategy! The latest hx State of Pricing USA report sparked some serious “aha!” moments - who knew pricing discussions could be this exciting? 🚀

◆ From Meet-up: We del... truly takes to lead as a woman today, ba... insights from **McKinsey & Company's** latest Women Leaders in the Workplace Study and heartfelt stories from **Debra Dunn** from **USAA Inc** and **Ingrid Flores** from **Hosta AI**. A big thank you to **Ellen Haas** from **Roots Automation** for spearheading the conversation. Then, kudos to **Renu Ann Joseph, Ph.D.** and **Bobbie Shrivastav, MBA, PMP, PMI-ACP, CSM** for the launch party of the book **#Momentum**—looking forward to grabbing it on Amazon soon, right ladies? And hats off to **Tunde Salako** for uniting black founders—your efforts are making waves.

◆ Capturing Insights with Insurance Knowledge Hub: Merci beaucoup to Nicole for immortalizing the stories from the conference. Can't wait to see those interviews roll out!

◆ And Yes, Some Vegas Fun: Of course, we indulged in a bit of the Vegas magic. As per Lisa's wise words, "What happens in Vegas stays in Vegas"—but who can resist sharing a few snapshots? Cheers to sipping bubbly from the enchanting **INSTANDA** champagne wall and adding new favorites to Lisa's ever-growing BIG pics collection!

To everyone who made **InsureTech Connect Vegas 2024** unforgettable—**Bill Harris**, **Josh Grossman**, **Nicole Peck**, **Rocio Sarriegui Zulueta**, **Bianca Dux**, **Meredith Barnes-Cook**, **Susan Winkler**, **Sanghamitra Penesetti**, **Taffy Jo Mayers**, **Janene Jonas**, **Sudha Meghan**, **Anna Bojic**, **Georgie Simister**, **Dr George Shelton**, **Nigel Walsh** and many more—here's to a swift recovery and an even better weekend ahead.

Madalina Lavinia Preda · ... + Follow ...
Strategic Business Executive | Ve...
2mo · 🌐

Celebrating #WomenLeaders and Key Insights from #ITCVegas2024!

Back from ITC Vegas 2024 and my LinkedIn feed can't keep a secret! Opportunities for connections were just like the Vegas shows - endless and everywhere! From breakthrough moments in the expo hall to impromptu strategy sessions at the **INSTANDA** champagne wall (some of our most brilliant ideas were bubbly-inspired! ;))

Let me share the can't-miss highlights...

◆ Women Shaping the Future of Insurance: The Women in Leadership series featuring comp... Women Leader **Debra Dunn**(U... **Ellen Haas**(Ro... perspectives, (V... Ventures) mas... momentum co... **Bobbie Shriv... launch of #Mo... in the industry,**

“Opportunities for connections were just like the Vegas shows—endless and everywhere! From breakthrough moments to impromptu strategy sessions...”

👍❤️👎👏 128 reactions

◆ Innovative interactive ses... contributors included **Magdalena Ramada Sa... ID**, **Auditee Dutt**, alongside **Franklin Man... er, CPCU**, **Mike (Fitz) Fitzgerald CPCU, PMP**, **Rushabh Doshi**, **Scott Gunther**, and **Adam Lewis, FCAS, MAAA**. Their combined expertise helped outline actionable frameworks for addressing climate-related challenges.

◆ US Strategic Pricing Meet-up: Wow! The energy was electric when we teamed up with **Lisa Wardlaw**, **Magdalena Ramada Sarasola**, **PhD** and **hyperexponential's** CRO **Richard G. State** for a deep dive into pricing strategy! The latest hx State of Pricing USA report sparked some serious “aha!” moments - who knew pricing discussions could be this exciting? 🚀

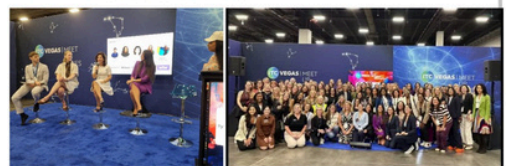
◆ Meeting with game-changing investors: **Javier S.**, **Luis Viñas Fernandez (Mundi Ventures)** and inspiring entrepreneurs: **Ambra Zhang (Juniper)** **Jonathan Gonzalez (Raincoat)** **Samuel Falmagne (AKUR8)**, **Anthony Habayeb (Monitaur)**, **Laurent Olivier Feuilleaubois (Mitigrate)**, **Helge Jørgensen (7Analytics)**.

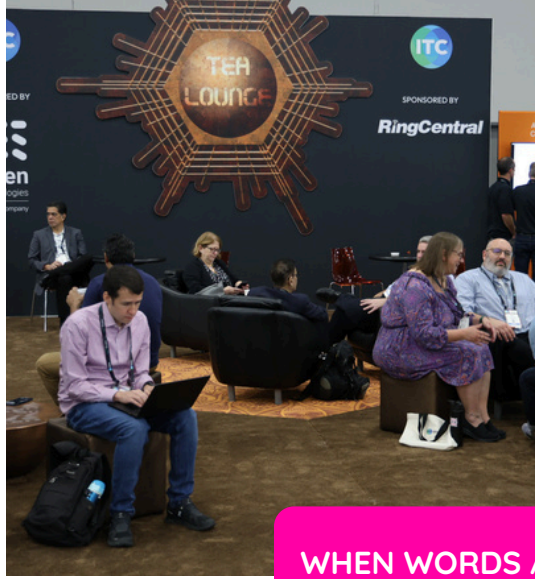
Heartfelt thanks to my incredible **Alchemy Crew Ventures Dream Team!** 🙌 **Sabine VanderLinden** (the true Queen of InsurTech! 🙌) & **Dr George Shelton!** Your energy, brilliance, and support made everything not just possible, but extraordinary! 🙌 #DreamTeam

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Special 🙌 to some of the incredible minds who made ITC Vegas 2024 unforgettable - **Susan Winkler**(networking queen! 🙌), **Rocio Sarriegui Zulueta**, **Sudha Meghan**, **Anna Bojic!** You all brought the magic that made this event shine! 🙌

#ITCVegas2024 #innovation #partnerships #insurtech #climatetech #Healthtech





WHEN WORDS AREN'T ENOUGH...





WHEN WORDS AREN'T ENOUGH...



Want to Join Us Again in 2025?



ITC Vegas Wouldn't be the Same if You Weren't Here!

As ITC Vegas continues to blast off to new heights, it's more important than ever for our fellow innovators to find their flock and make meaningful, lasting connections. This year, we introduced our four new neighborhoods on the Expo Floor, making it a breeze to find your people and the solutions you need.

We are thrilled to continue with these neighborhoods next year, but you know us... the growing and innovation doesn't stop there! We are already drumming up new ideas to bring the best of the best to ITC and help launch your business even further into the stratosphere. These new discoveries will help make an event of this great scale feel like intimate gatherings for you to connect with like-minded trailblazers.

Whether you're a veteran guardian of the insurance galaxy or a startup new to the space, whether you identify as an independent agent or broker – it's never been easier to showcase your brand to the customer and partners that matter most; let us help you conquer your next mission.

Contact Us



Website
vegas.insuretechconnect.com/become-a-sponsor



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