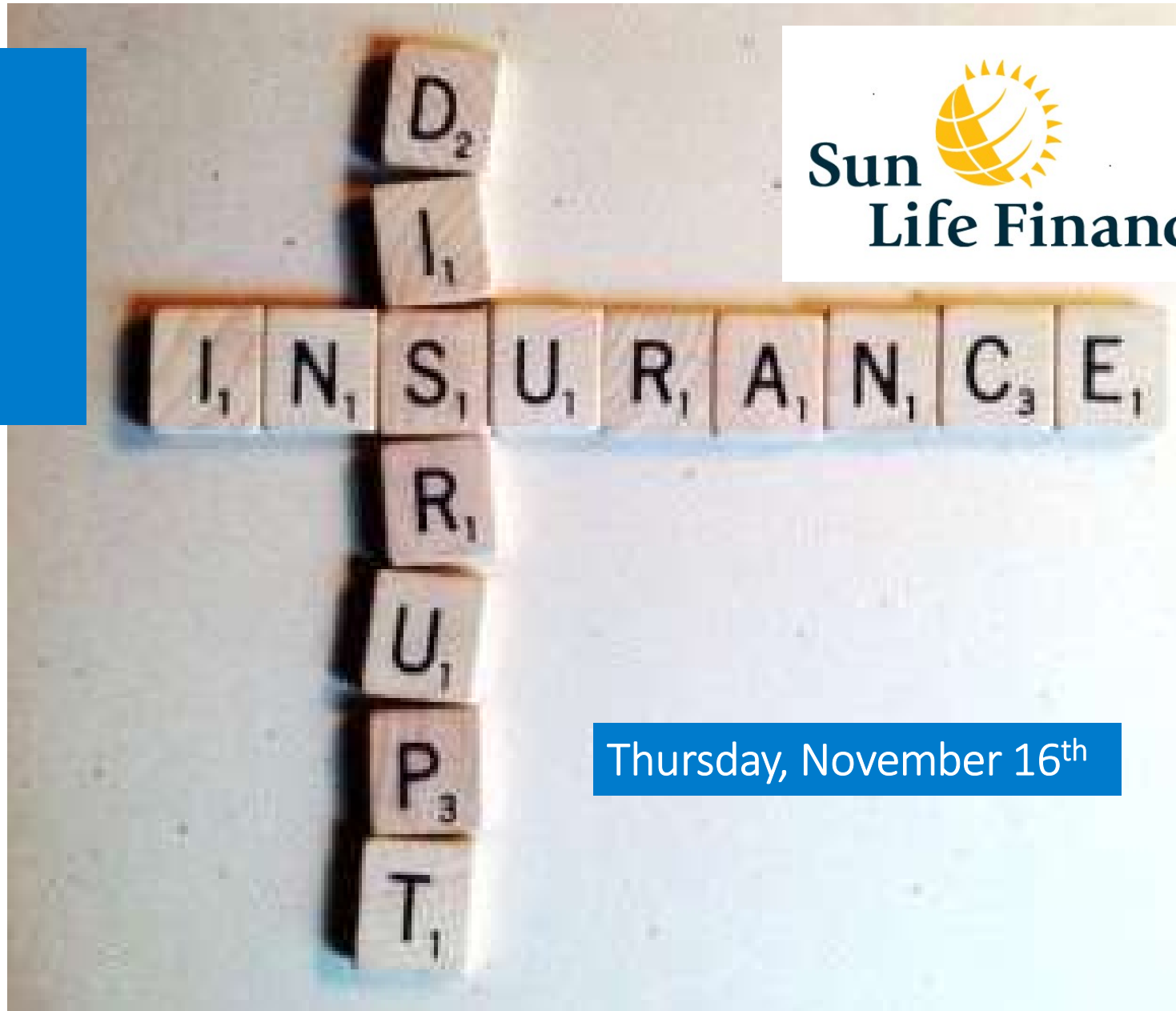


How to Evaluate Startups and Develop Creative Partner Models

Fred Tavan



Global Head of
Innovation Lab



Thursday, November 16th

About Sun Life Financial



Leading Financial
Services
& Insurance
provider

Founded in 1865 -
Trusted Brand for
150+ years

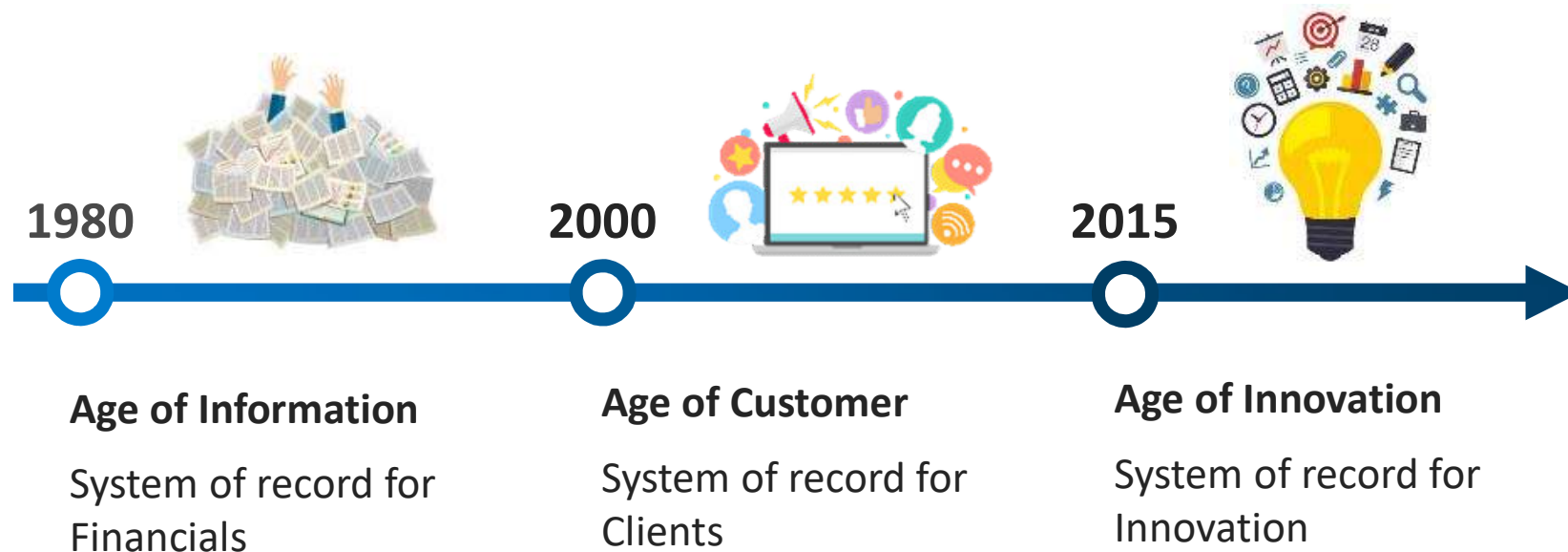
Our mission is to
help Clients
achieve lifetime
financial security

277 on Global
2000 and a
Fortune 500
company

28,000 employees
& 147,590
advisors in 22
countries

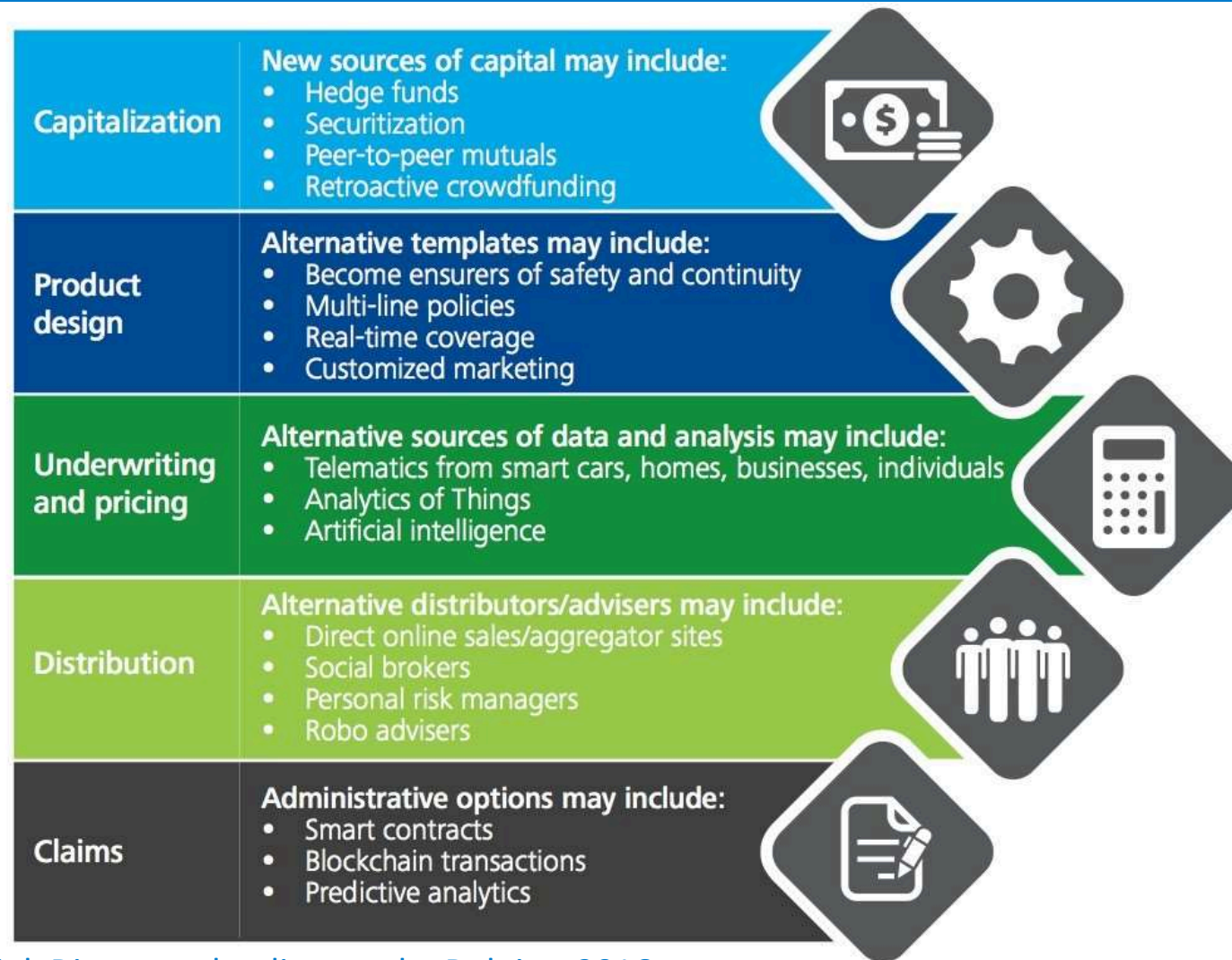
Serving more than
25 million
customers
worldwide

New Era of Sustainable Innovation



The next 10 years will produce more groundbreaking innovations than the previous 100!

New InsurTech companies can compete and scale fast!

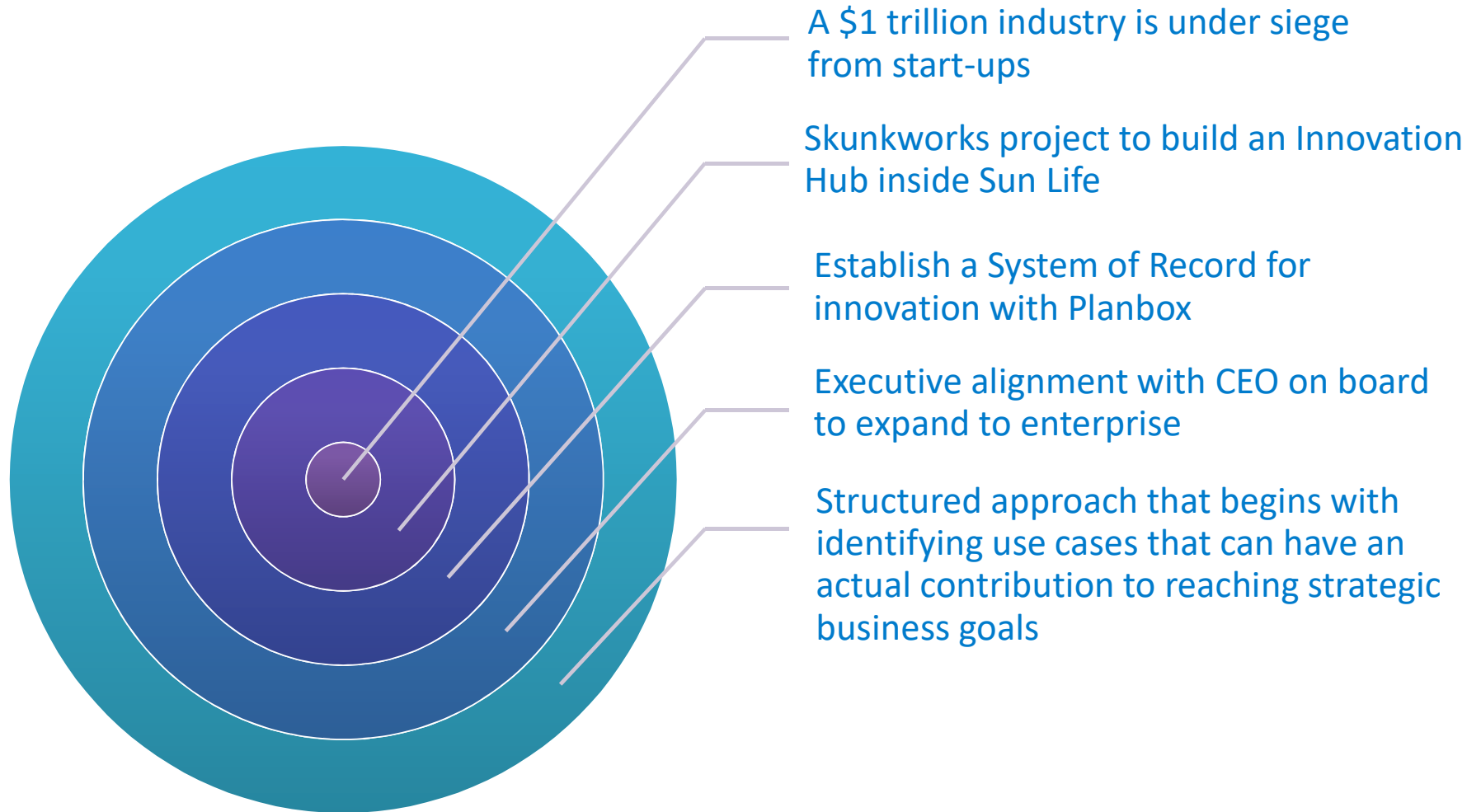


Source: Insurers on the brink Disrupt or be disrupted - Deloitte 2016

InsurTech Start-ups Classification Framework



Sun Life Financial Innovation Journey

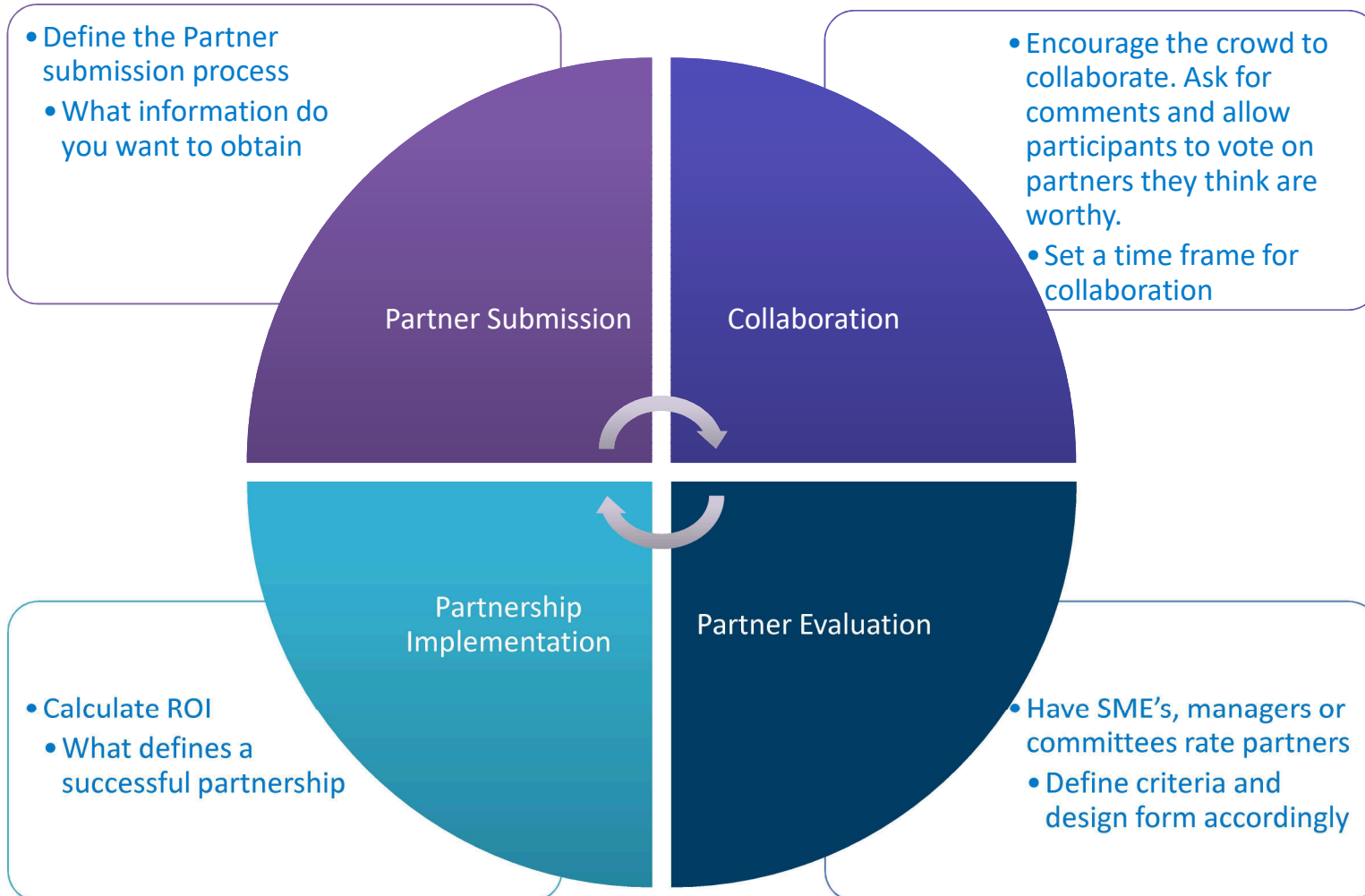


Sun Life Innovation Lab & Program Overview









“We leverage Planbox which brings innovation management to the next level by putting intelligence right at the decision points that are critical to developing breakthrough ideas.”
- Fred Tavan, Global Head of Innovation Lab

Start-up Evaluation Workflow



Key elements to develop Innovation Management as a Core Competency

- 
-  **Strategy:** Alignment with objectives
 -  **Culture:** Innovation role in Daily Work
 -  **Process:** Evaluate repeatability of success
 -  **Tools & Techniques:** Driving best practices
 -  **Metrics:** KPIs measured & tracked

Life's brighter under the sun



*Do something
today that your
future self will
thank you for.*

