



Innovation Implemented.

# mgm Cosmo

Collaboration, distribution: Digitally and globally

mgm technology partners GmbH  
Frankfurter Ring 105a  
D-80807 Munich  
Phone +49 89 / 358 680-0

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[www.mgm-tp.com](http://www.mgm-tp.com)

## About this document

The Cosmo platform is open to industrial insurers, brokers and underwriting agents who want to operate their portfolio with their partners digitally.

mgm ensures the independence, autonomy and data sovereignty of each partner and each bilateral relationship: Processes, products, underwriting, distribution, broking, claims and data.

This document gives you a high level overview about mgm Cosmo – the concepts, features and capabilities of our digital underwriting platform.

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# 1. The Cosmo platform

## 1.1. About mgm Cosmo

On the Cosmo platform, industrial insurers and brokers can start to digitize their products, including underwriting, coverage and claim models. Product-specific processes are also mapped on the platform.

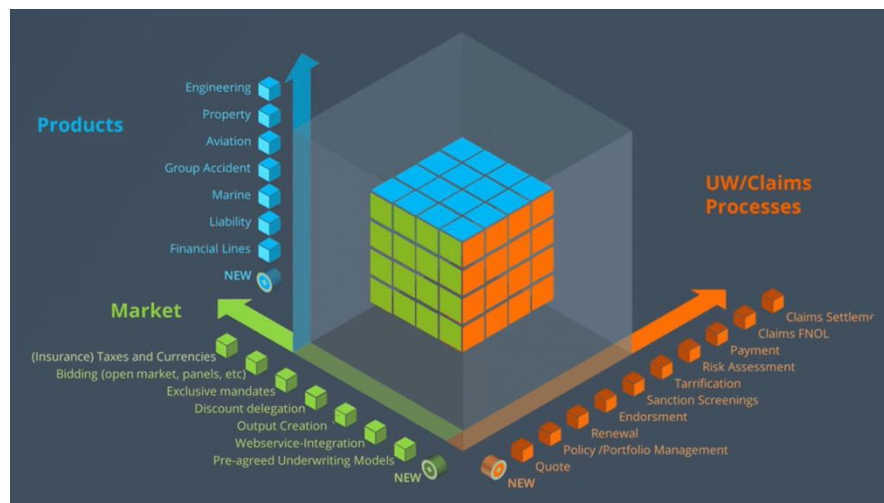
Cosmo offers integrated end-to-end processes including collaboration partners along the insurance value chain:

- Underwriting
- Claims
- Brokers
- Service partners

On each end Cosmo offers a domain specific user experience including access to the required data driving a specific process.

Cosmo uses Webservice technology and standard Interfacing technologies (BiPRO) to integrate with Plattformen of collaboration partners.

The following chapter describe the main component of the Cosmo platform.



## 1.2. Cosmo Underwriting

### Integrated front office solution for industrial insurers

- Create and manage digital product portfolios
- Utilize a large set of pre-modeled products – from D&O to Cargo
- Automate and standardize sales & underwriting processes

#### The Underwriting Perspective:

##### Connect to Cosmo Product Definition:

Digital Underwriting Model, Tarif, Output (Offer, Policy)

##### Connect to Cosmo Digital Point of Sale:

Multiple Sales products for Distribution Partners

##### Connect to Cosmo Claims:

Digital Claims Model – connected to underwriting model

### 1.3. Cosmo Digital Point of Sale

#### Personalized Portals and Software-Interfaces for Distribution Partners (Brokers, Pools, Agents...)

- Build individual point of sales for each distribution partner
- Automate new business, endorsements and renewal
- Integrate into existing broker software via BiPRO or webservice interfaces

#### The Underwriting Perspective:

##### Connect to Cosmo Underwriting:

Digital collaboration between underwriters and brokers

##### Connect to Cosmo Product Definition:

Digital Underwriting Model for each sales channel

##### Connect to Cosmo Claims:

Broker or insured company introduces FNOL

Information-, status- and progress-tracking for everybody



### 1.4. Cosmo Digital Product Definition

#### Digitizing industrial insurance products

- Underwriting Model, Tarif, Wording, Business Type, User Interface, Coverage Model, Clauses, Output Documents (Offers, Policies)
- Product specific processes: Endorsements, Renewal...
- Utilize a large set of pre-modeled products – from D&O to Cargo

#### The Product Perspective:

##### Connect to Cosmo Underwriting:

Digital Product for manual or semi-automatic underwriting

##### Connect to Cosmo Digital Point of Sale:

Digital Products for automatic underwriting through Distribution Partners

**Connect to Cosmo Claims:**

Digital Claims Model – connected to underwriting model

## 1.5. Cosmo Claims

**Claims registration and management solution for industrial insurers**

- From First-notification-of-loss to payment processing
- Automation of claims handling
- Integration of third parties

**The Claims Perspective:**

**Connect to Cosmo Underwriting:**

Risk information is accessible to claims team, contract and coverage data accessible by Cosmo Claims

**Connect to Cosmo Product Definition:**

Product specific claims model – connected to underwriting model

**Connect to Cosmo Digital Point of Sale:**

Broker or insured company introduces FNOL

Information-, status- and progress-tracking for everybody

## 2. Product Digitization

### 2.1. A12 Enterprise Low Code Concept



mgm provides three software tools for business experts and analysts to create product-specific models and design multilingual business applications. No programming skills are required. The created data models and user interfaces can be easily reused.

The tools are based on mgm's A12 technology:

- A12 UI Designer
- A12 Data Modeler
- A12 Validation Language

The mentioned A12 tools are a unique selling point of mgm on the market.



#### A12 Data Modeler

- Create domain-specific data models
- Describe data structures of business entities like contracts or products
- Define fields and validation rules
- Predefined types plus custom type definitions



#### A12 Validation Language

- Reliable and versatile data validation
- Verify user input and assure data integrity
- Map business rules to validation criteria
- Autocomplete and syntax highlighting



#### A12 UI Designer

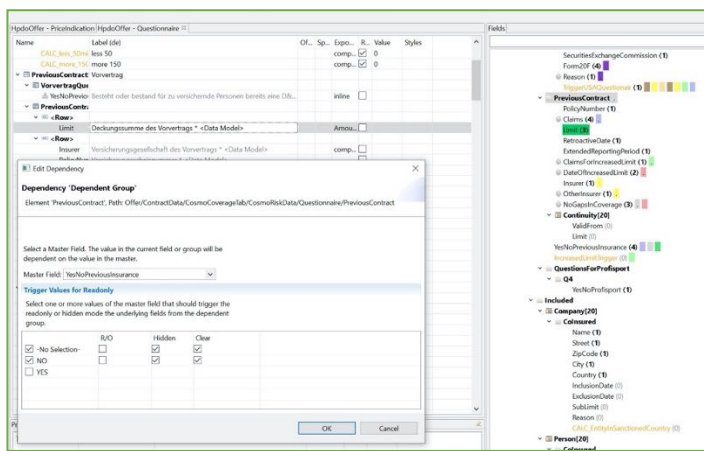
- Specify the structure and content of user interfaces
- Create complex online forms, including nested structures
- Create table- and list-like overviews
- Organize UI elements without having to dive into design-specifics

## 2.2. Customization of data models and business logic

All data fields which concern the insurance professionalism (e.g: insured perils, risk locations, sums insured, risk questions, key figures, premiums, etc.) can be freely modeled in hierarchies and groups and brought into dependency.

All generally valid data fields (e.g.: policy start date, policy expiry date, payment method, payment procedure, etc.) are defined as standard, but can be adapted if required.

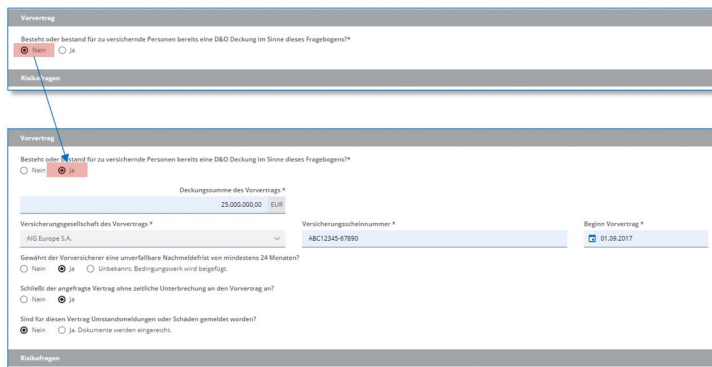
Cosmo brings a proven data model standard that allows easy structuring of the insurance business and the implementation of cross-product and cross-line of business standards.



## 2.3. Customization of complex user interfaces

Based on the data model of the insurance product (see above), flexible user interfaces can be modeled - also without programming knowledge. Even complex user interfaces with dynamic hide/show options and validation rules can be implemented, such as those used for risk questionnaires and underwriting tasks.

If the question is answered with "Yes" follow-up questions are displayed.



The example above (the operation of boolean triggers further risk issues) shows that even complex GUI requirements can be easily implemented



## 2.4. Customization of printed documents

The document output is created with common Word functions (e.g: fade-in / fade-out functions, calculation functions, condition functions etc.) and the data is transferred from Cosmo into the documents via merge field functions. The documents are modularly structured and generated by Cosmo after consideration of the corresponding rules.

Corporate designs / corporate identities can be easily and individually adapted. For example, a central quotation template can be individually adapted for different companies. The document output also supports white labeling.

The documents generated in Cosmo can be provided either as Word or PDF files. The process control in Cosmo only provides the documents permitted for the current business transaction for selection.

NORDSTERN YACHTVERSICHERUNGEN ANTRAG

**Nordstern Versicherung AG**  
Antrag zu einer Yachtversicherungspolice

ANGABEN ZUR YACHT:			
FAHRZEUG:	Schiffstyp: { MERGEFIELD pc.firmenich_PC_Firmenich.RiskData.General.RD_Q4 \}* MERGEFORMAT }	Baujahr: { MERGEFIELD pc.firmenich_PC_Firmenich.RiskData.General.RD_Q7 \}* MERGEFORMAT }	
FAHRZEUG:	Hersteller / Wert: { MERGEFIELD pc.firmenich_PC_Firmenich.RiskData.General.RD_Q11 \}* MERGEFORMAT }	Schiffsmodell: { MERGEFIELD pc.firmenich_PC_Firmenich.RiskData.General.RD_Q20 \}* MERGEFORMAT }	
SCHIFFSNAME:	{ MERGEFIELD pc.firmenich_PC_Firmenich.RiskData.General.RD_Q7 \}* MERGEFORMAT }		
ABMESSUNGEN:	Länge: { MERGEFIELD pc.firmenich_PC_Firmenich.RiskData.General.RD_Q2 \}* MERGEFORMAT } m	Breite [m]: { MERGEFIELD pc.firmenich_PC_Firmenich.RiskData.General.RD_Q1 \}* MERGEFORMAT } m	Tiefgang [m]: { MERGEFIELD pc.firmenich_PC_Firmenich.RiskData.General.RD_Q3 \}* MERGEFORMAT } m
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FLAGGE:	{ MERGEFIELD pc.firmenich_PC_Firmenich.RiskData.General.RD_Q9 \}* MERGEFORMAT }		
HEIMATHAFEN:	{ MERGEFIELD pc.firmenich_PC_Firmenich.RiskData.General.RD_Q10 \}* MERGEFORMAT }		
LIEGEPLATZ:	{ MERGEFIELD pc.firmenich_PC_Firmenich.RiskData.General.RD_Q13 \}* MERGEFORMAT }		
SEHEL:	Segelfläche am Wind: { MERGEFIELD pc.firmenich_PC_Firmenich.RiskData.General.RD_Q18 \}* MERGEFORMAT } m²	Segelnummer: { MERGEFIELD pc.firmenich_PC_Firmenich.RiskData.General.RD_Q19 \}* MERGEFORMAT }	
MAST:	Material: { MERGEFIELD pc.firmenich_PC_Firmenich.RiskData.General.RD_Q14 \}* MERGEFORMAT }	Baujahr: { MERGEFIELD pc.firmenich_PC_Firmenich.RiskData.General.RD_Q14a \}* MERGEFORMAT }	
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**Nordstern Versicherung AG**  
Antrag zu einer Yachtversicherungspolice

ANGABEN ZUR YACHT:			
FAHRZEUG:	Schiffstyp: Motoryacht	Baujahr: 2005	
SCHIFFSNAME:	Mary Lou III	Hersteller / Wert: Bavaria Boote	Schiffsmodell: Bavaria 13
ABMESSUNGEN:	Länge: 13 m	Breite [m]: 5 m	Tiefgang [m]: 2,5 m
BAUUNNUMMER [HIN]:	321321ABCFAH21995		
REGISTRIER-NUMMER:	DE0000123456789		
ORT DER REGISTRIERUNG:	Land: Deutschland	Stadt: Hamburg	
HEIMATHAFEN:	Stralsund		
LIEGEPLATZ:	Stralsund		
SEHEL:	Segelfläche am Wind: 120 m²	Segelnummer: 114	
MAST:	Material: Carbon	Baujahr: 2005	
STEHENDES GUT:	Material: Carbon	Baujahr: 2005	
DETAILS ÜBER INNENBORDMOTOR:	MOTOR: 1	Hersteller: Yamaha	Motorart: Innenborder
	Leistung: 150 PS	Baujahr: 2005	Motornummer: AAA1
	MOTOR: 2	Hersteller: Yamaha	Motorart: Innenborder
	LEISTUNG: 150 PS	Baujahr: 2005	Motornummer: AAA2
BEIBOOT:	Hersteller: Bavaria	Material: Carbon	Baujahr: 2010
Außenbordmotor vom Beiboot:	Hersteller: Suzuki	Leistung: 5 PS	Baujahr: 2010
ZWEITES BEIBOOT:	Hersteller: Bavaria	Material: Holz	Baujahr: 2015
Außenbordmotor vom zweiten Beiboot:	Hersteller: -	Leistung: -	Baujahr: -
TRAILER:	Hersteller: Hershing	Fahrtgestellnummer: DELTA321321	Baujahr: 2010
JETSKI:	Hersteller: Yamaha	Fahrtgestellnummer: 13221	Baujahr: 1995

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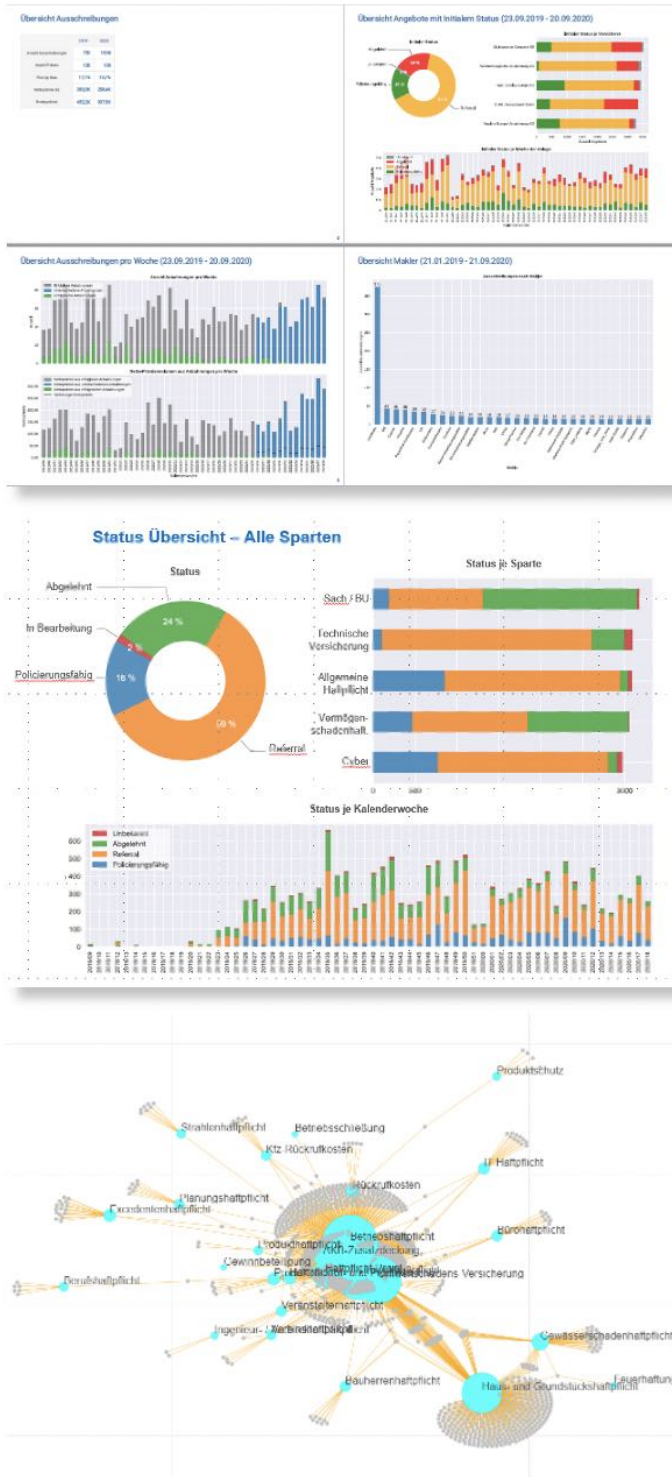
## 2.5. Business reports

Cosmo offers extensive analysis capabilities of portfolio, underwriting and claims data as well as sales and pipeline processes.

Static business reports provide regular feedback on portfolio performance and sales success. In addition, interactive dashboards can be configured to answer ad hoc questions.

Alternatively, external analysis tools (e.g.: Microsoft Power BI, Saas Visual Analytics, Qlik Sense, etc.) can be given access to the databases of the applications.

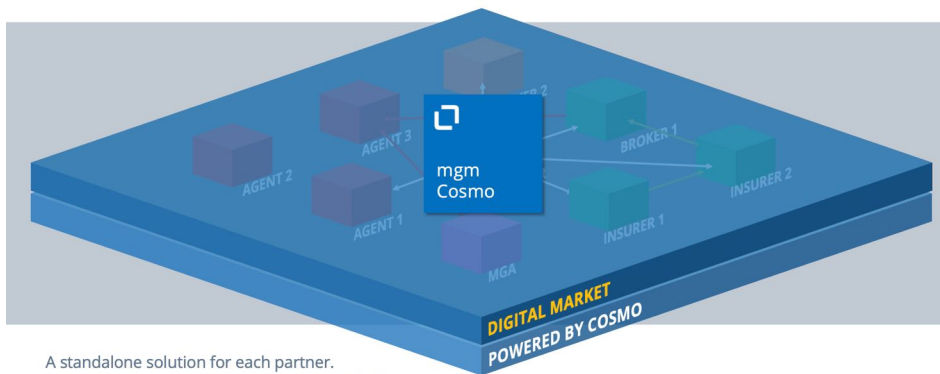
Examples of business reports:



# 3. Process integration between insurer & broker

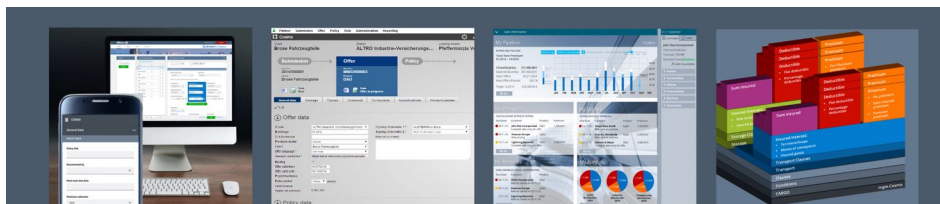
## 3.1. Cosmo as a common trading hub

The Cosmo platform can be used by insurers, MGAs and brokers. Additional added value is created by the possibility of digitally connecting the systems of each market participant - a common trading hub for all participants:



## 3.2. Cosmo as integration platform

In addition to the Cosmo-to-Cosmo integration, the platform offers various connection and integration options for all process participants:



### COSMO DIGITAL POINT OF SALES

- Offer/Referral/Policy/Endorsement/Renewal
- Joint portfolio management
- Tailor-made product portfolio

### COSMO - UW PLATFORM

- Digital Products
- Output generation
- Historisation
- Renewal Dashboard
- Bookings

### DASHBOARD (FOR THE SALES PARTNER)

- Portfolio Management (Dashboard/Reporting View)
- Referral processing (cooperation with distribution partner)

### COVER CONFIGURATION

- Liability
- Marine
- Property and BU
- Engineering
- Financial lines
- 25+ products total

# 4. Cosmo Architecture

## 4.1. Overview

The Cosmo platform is highly modularized. The business modules are:

- Partners (creation, modification, account management, documents, initiations),
- Initiation (create, change, workflow, documents, offer folder, workflow),
- Offer (create, change, documents, workflow, offer variants),
- Contract (attachment, booking, documents, supplements),
- Damage (creation, modification, booking, documents),
- Product Designer (conditions, clauses, product definition, rules, validations, document templates)



in addition to the technical modules, there are the following basic technical modules:

- UAA (rights and roles)
- Document Creation
- Messaging
- Persistence
- Workflow
- mgm A12 Framework
- Reporting

### 4.3. Technology Stack

Cosmo uses a state of the art technology stack, mainly based on Java and Javascript components:



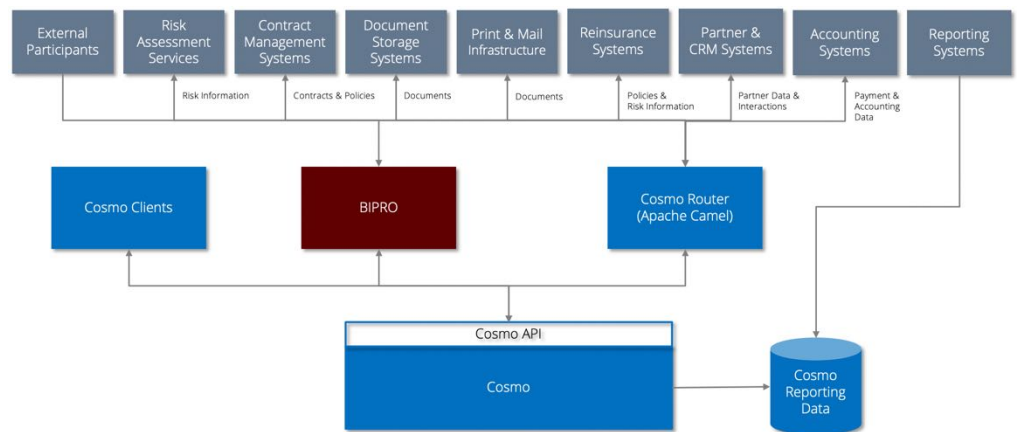
### 4.4. Integration

Cosmo can easily be integrated into existing system landscapes. All Cosmo modules can be integrated with the existing systems via REST.

The REST interfaces follow the module structure of Cosmo. There are reading and writing interfaces. For example, partner data can be easily transferred from existing systems or forwarded to a CRM system. Initiation, offer, policy and booking data can be passed on to subsequent systems.

Additionally, the events fired by Cosmo - which is used for internal communication between the modules - can of course also be used for the integration of external systems.

The integration into existing landscapes is usually done jointly between R&V and solution provider / system integrator. For a successful integration, technical and professional know-how about the systems to be integrated is required; an integration is therefore always a joint effort.





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