2025 WORKPLACE BENEFITS CONFERENCE

Pathways to Growth

Seizing Opportunities: Embracing Digital Transformation in the Canadian Market





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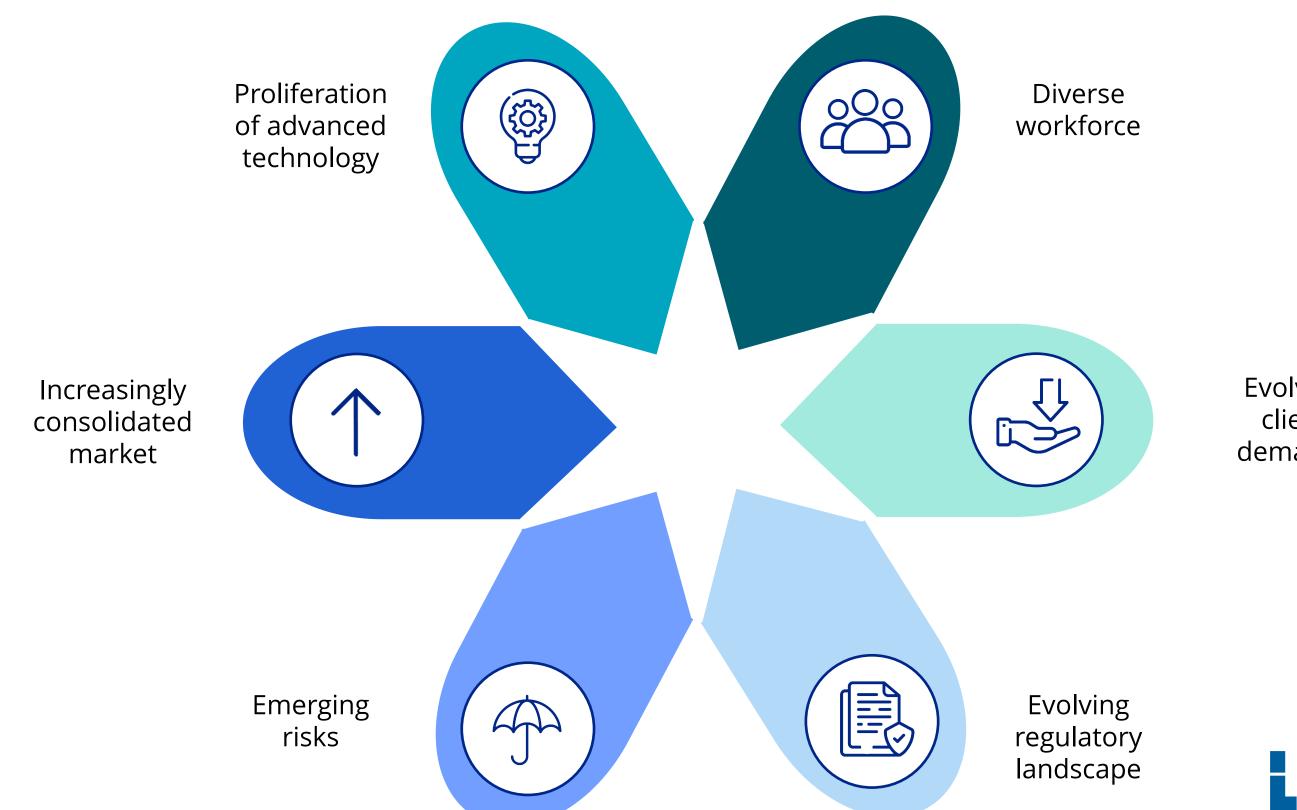
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State of the Canadian Workplace Benefits Industry



Evolving client demands



The Insurance Sector Is Ripe For Productivity Reinvention Based On The Nature Of Work

Insurance services spend most work hours in tasks with high potential for time reduction and quality increase.

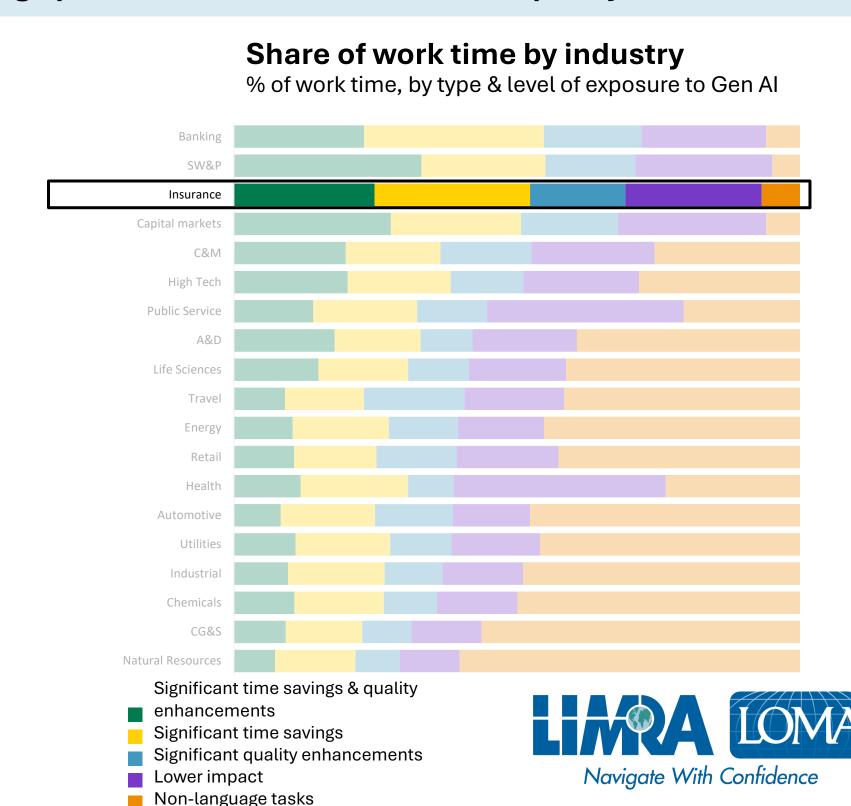
Core operational insurance functions have **one of the highest degrees of potential exposure to automation and augmentation**, due to the **highly-manual and procedural nature of tasks**

Claims

 Claims-handling and servicing will be one of the most highly-impacted functions by Generative and Agentic AI, with 50% automation and 35% augmentation potential

Underwriting

- 100% of underwriting activities (both on the group and individual side) have the potential to be augmented, as Generative AI will allow underwriting professionals drive faster, more actionable insights
- With Gen AI, carriers have the potential to process 100% of submissions, double their submission-to-quote rates, and reduce premium leakage from missed underwriting controls

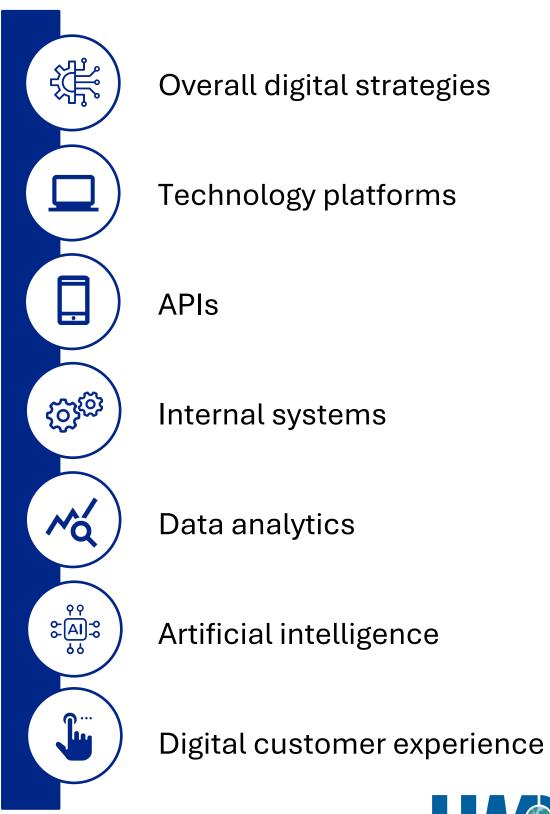


Source: https://www3.weforum.org/docs/WEF_Jobs_of_Tomorrow_Generative_Al_2023.pdf

How Are Carriers Prioritizing Their Investments?

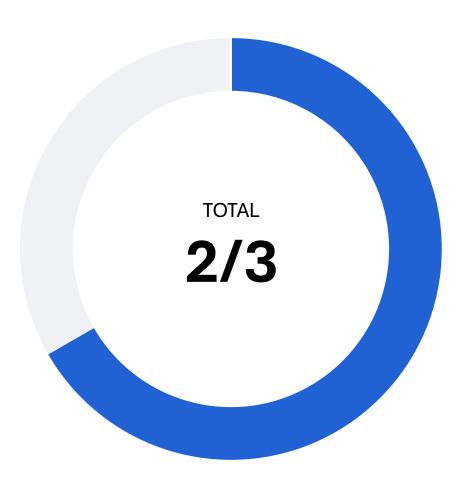


LIMRA surveyed 9 Canadian workplace benefit carriers









Respondents plan to increase or significantly increase their investment in digital initiatives over the next 3 years





Digital Investments Motivations





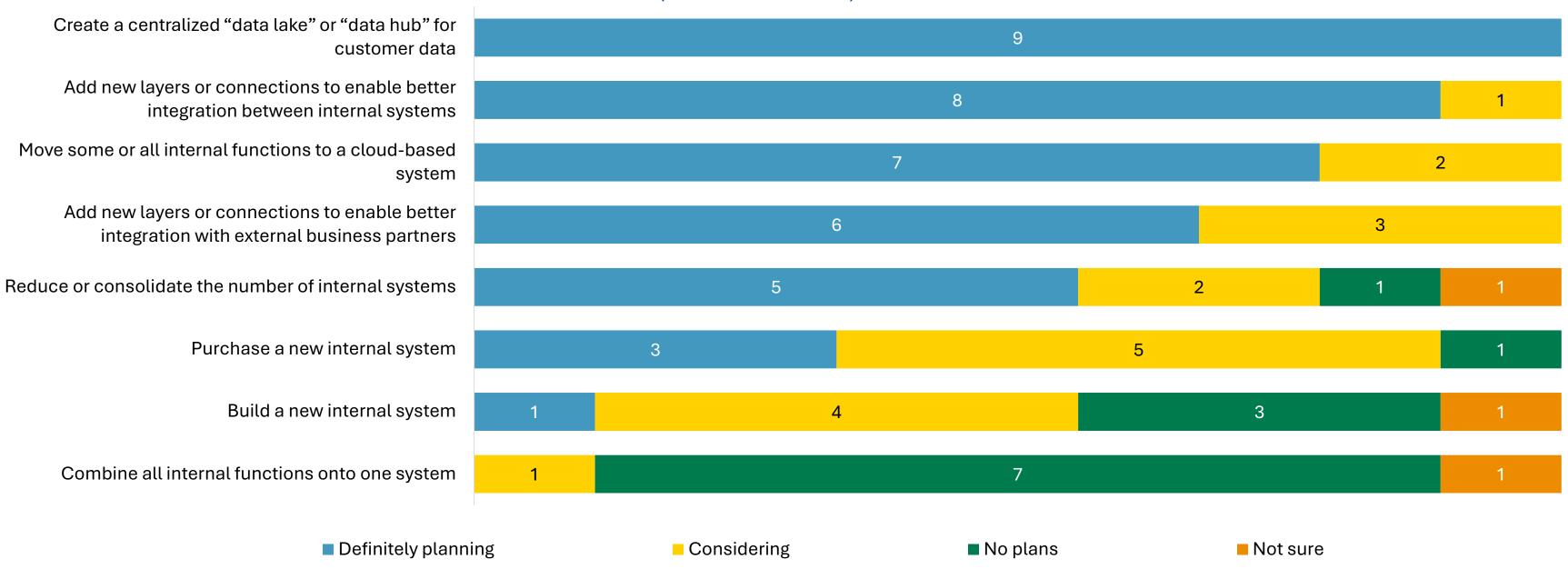
Implementing Digital Strategies



Systems Upgrades Are Planned









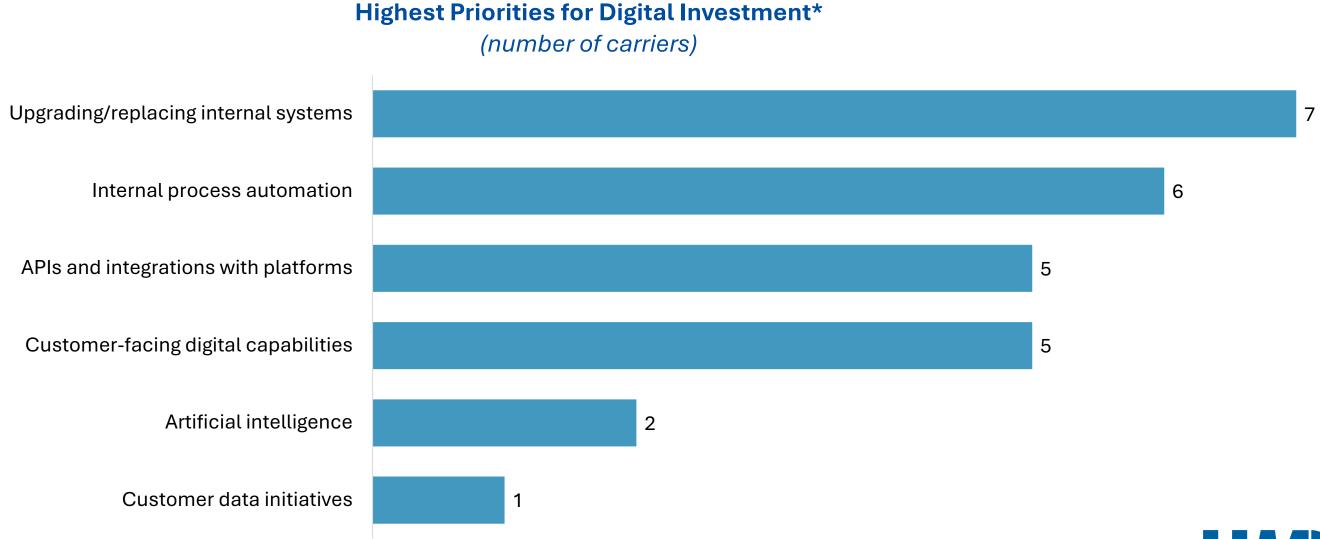
*Based on nine companies.

Source: Digital Transformation in Canadian Workplace Benefits, LIMRA, 2025.

Carriers Are Prioritizing Their Digital Investments

Most workplace benefit carriers see improvements to internal systems as their highest priorities for digital investment, including upgrading or replacing internal systems and automating internal processes. These enhancements are likely to help carriers achieve greater efficiencies in their workflows and free up resources for future investments.

Other high priorities include APIs and integrations with technology platforms as well as improvements to the customer-facing digital experience.



Navigate With Confidence

Activities across the claims lifecycle are being completely reimagined, driving productivity gains and elevating the role of humans

Ingestion

Digital Claim Initiation & Eligibility

Claim Setup

Adjudication & Settlement

Support

Document Ingestion

- Documents are automatically received, checked for quality, classified, and processed to be ready for review by a junior adjudicator
- Junior adjudicator further prompts Al assistant for clarification on data

Verification of Covered Event & Coverage Determination

 Claim-handling reviews a synthesized summary confirming the cause of loss, indemnity exclusions, and coverage, focusing only on exceptions or complex cases



Claim Review & Decisioning

- Automatically summarize the medical documents received with insights and an evidence-based recommendation reported back to the clinical team for review
- Curated recommendations are provided to the adjudicator to review and action





Claim Data Enrichment

Data is integrated across client data systems and 3rd party data sources to supplement submission with relevant claimant data



Triage & Segmentation

- Claim characteristics are identified and assigned to the adjudicator with the most appropriate skillset
- Simple claims are handled with no human touch (e.g., low value plan member clams), while human intervention is flagged for more complex claims



Closing Insights & Feedback Loop

 Automated process review and insights for auditing, compliance, and root cause analysis, as well as automated insights-extraction for coaching

Value at Stake



~120 min reduction in time for medical record summarization

75% improvement in turnaround time

Automated adjudication 32% STP



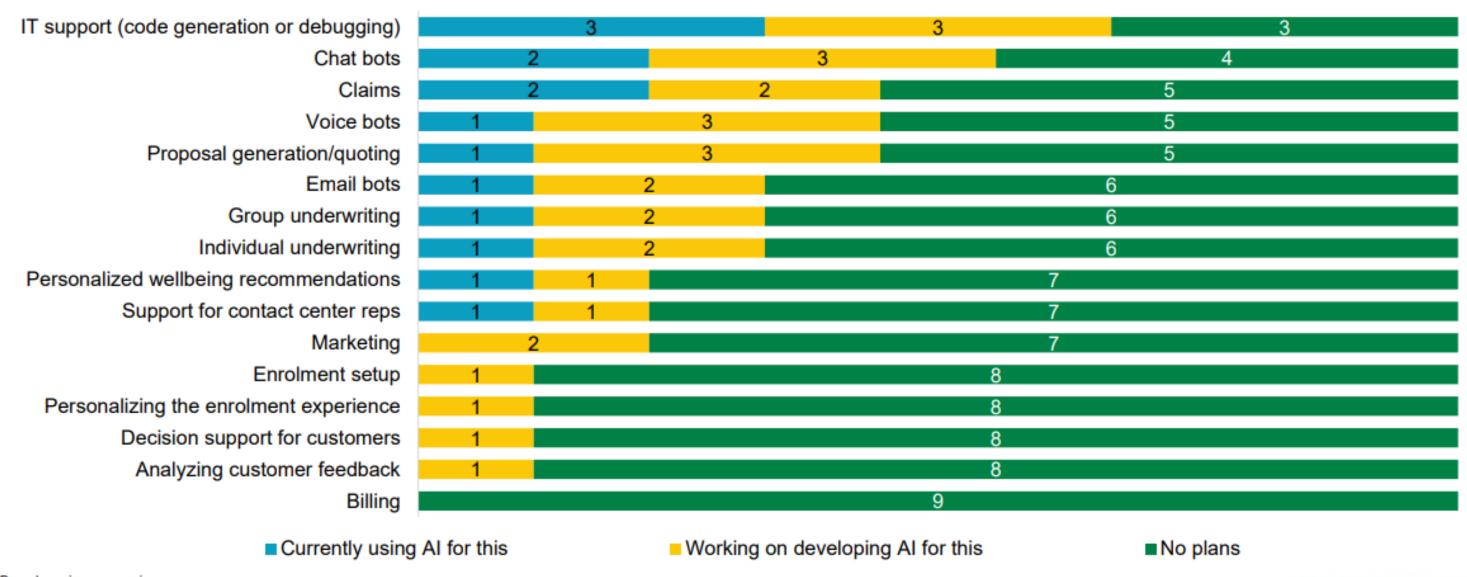




Carriers Are Experimenting With Artificial Intelligence

 Five out of nine participating carriers are currently using artificial intelligence (AI) for at least one workplace benefits business function, while an additional two companies have not yet implemented AI as part of their business processes but are working on developing these capabilities. The most popular current uses of AI are for IT support, chat bots, and claims.

Uses of Artificial Intelligence* (number of carriers)

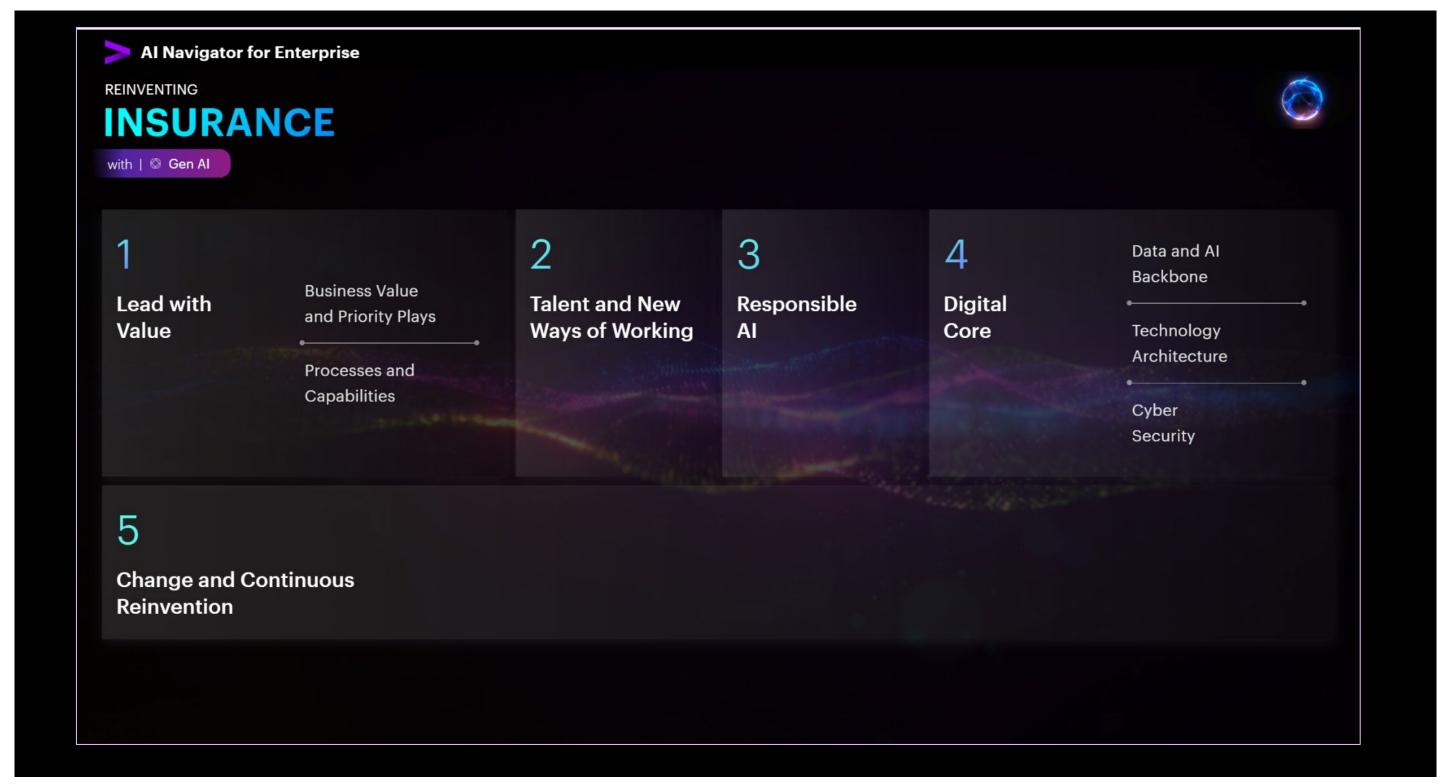


13 *Based on nine companies.

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Leadership Imperatives for Reinventing Insurance with Gen Al







Challenges and Opportunities

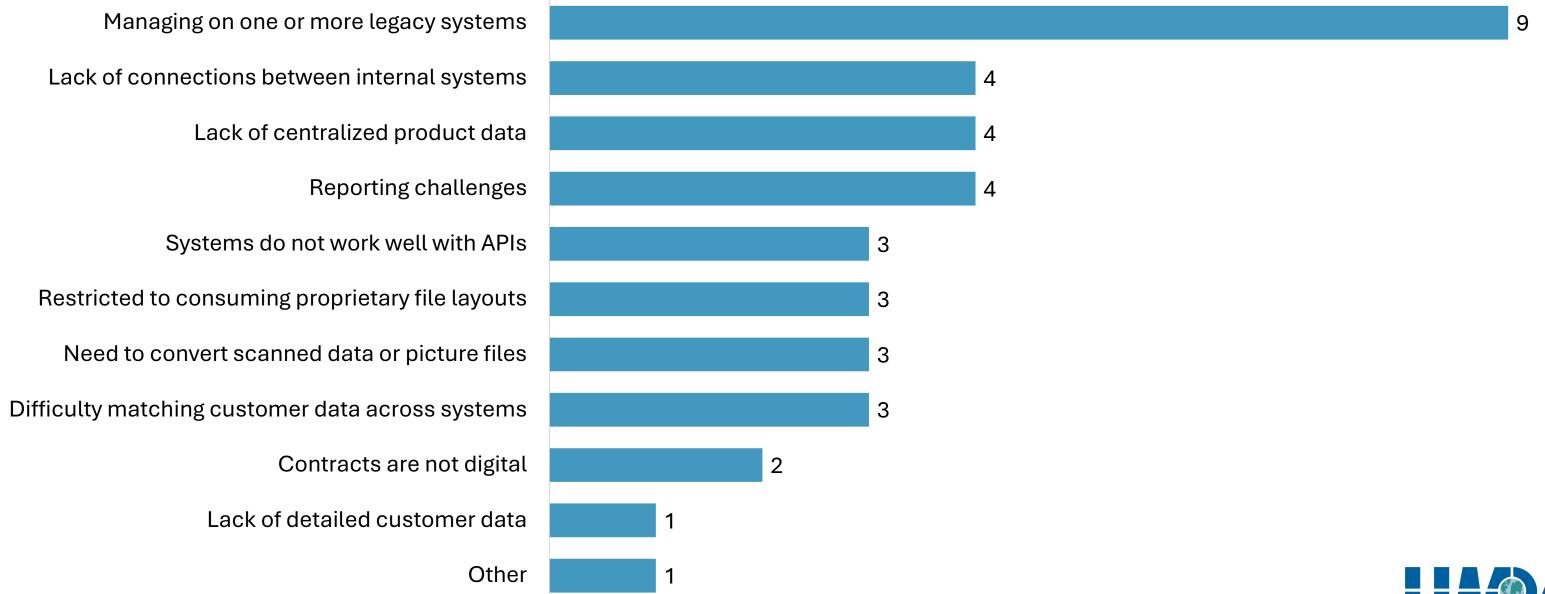


Internal Systems Present Difficulties

Carriers report a variety of challenges with their internal administration systems for group benefits. The most common difficulties pertain to legacy systems, lack of connections between internal systems, lack of centralized product data, and reporting challenges.

Riggest Challenges With Internal Systems*



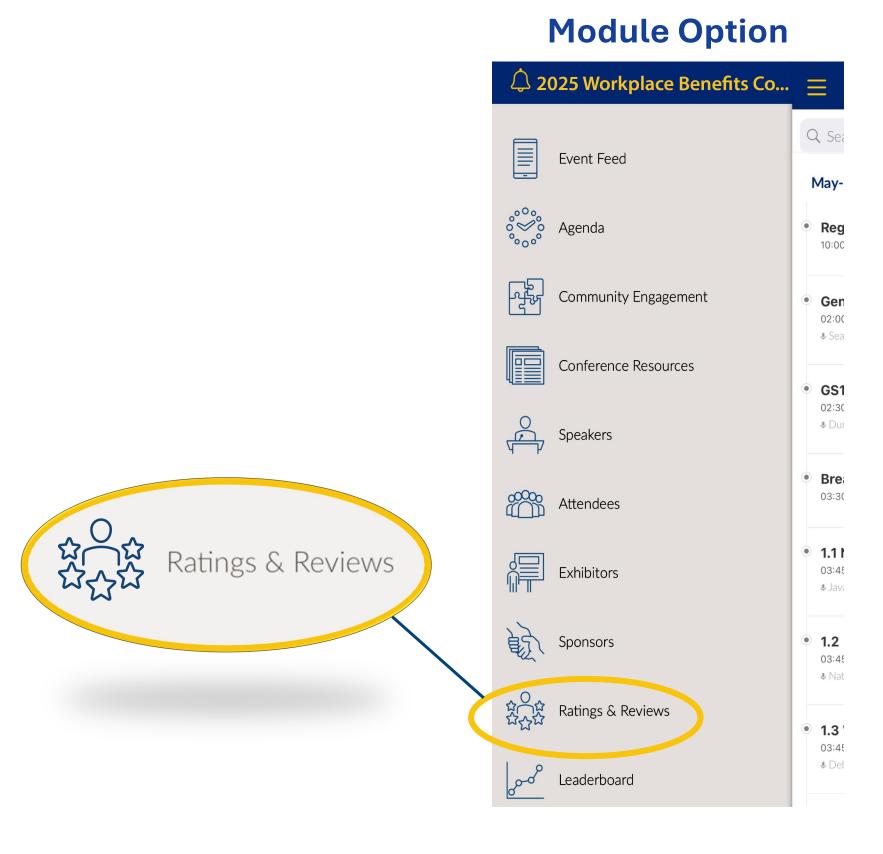




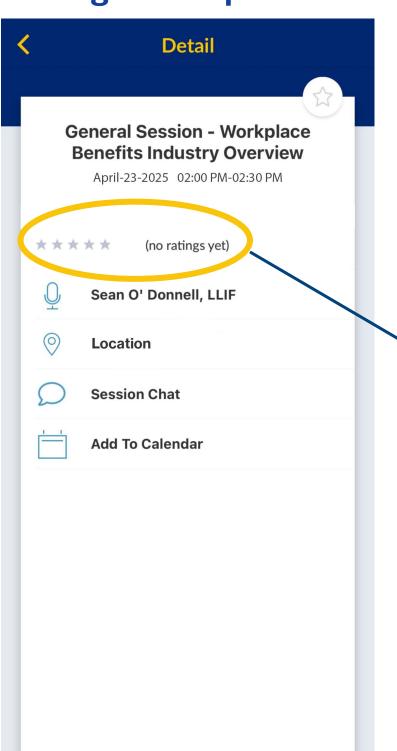




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