



## CLIENT NAME: CAPITAL INSURANCE GROUP

CIG is the leading regional property and casualty insurer serving the Western United States. Since 1898, CIG has been dedicated to serving and protecting our communities by partnering with local Independent Insurance Advisors, supporting local charities, and hosting community-focused events.

## CHALLENGES:

CIG is a small west coast based insurance company of half a billion dollars that was suffering from annual turnover rates. The reason for this turnover was that the company was failing to comply with new government rules and regulations. In order to stop the turnover rate and increase revenue, CIG had to fix their old system and upgrade to new technology and comply with government regulation. The failure to be compliant with these regulations was also hindering the company from expanding their coverage into neighboring states.

## SOLUTIONS:

Akvarr brought in a world class Senior Project Manager/Scrum Master who worked on .NET and Oracle technologies to upgrade to the new system. He worked with a team of 10 developers to design solutions and measures to comply with government regulations while making profit in new and present markets. He was responsible for Release Planning, Product Grooming and managing vendors. He conducted Sprint Planning and Sprint Review to ensure everyone was aligned with the project roles and goals.

## RESULTS:

Akvarr enabled CIG to reach its compliancy with government regulations, and to go live in two new States-Oregon and Washington. It took two months for each state to become compliant and provide their services to end users. This project enabled CIG to enter new markets, increasing their revenue by 15 million dollars for each new state.