

Deloitte.  
Digital

# DELOITTE DIGITAL DISRUPTORS

Transform tomorrow's insurance.



foster innovation into Deloitte's ecosystem



new technologies for adding value solutions



new way of working for Deloitte's teams



strategic positioning for Deloitte Digital



Deloitte is always one step ahead

DELOITTE DIGITAL DISRUPTORS  
WHY A VERTICAL ACCELERATOR FOR STARTUPS



Fintech startups



EMEA region



50% tech founders



Disruptive ideas



Insurance Market

We want to discover and incubate exciting new disruptive startups, whose business value aims to answer our insurance clients' needs.

DISRUPTORS  
WHO IS OUR TARGET



DISRUPTIVE  
PROGRAM PROCESS

- 1. Business model canvas
- 2. Business model canvas
- 3. Business model canvas
- 4. Business model canvas
- 5. Business model canvas
- 6. Business model canvas

We will actively promote startup innovation in the insurance market.

DISRUPTION  
KEY ACHIEVEMENTS

- 1. Reach startups
- 2. Build a region
- 3. Bring back founders
- 4. Disruptive ideas
- 5. Business Model



### Mentoring



World-class entrepreneurs as well as business leaders from Deloitte will share their expertise in one-on-one sessions

### Hackathons



24 hours intensive work will enable startups to improve their products with the help of designers and programmers

### Workshops



Top speakers and facilitators will provide the best startup tools and frameworks from strategy to design

### Pitching



Startups will practice the best speech and prepare a bulletproof presentation for their pitch

### Product-Market fit



Testing the product against market needs to insure the alignment between strategy and value proposition

### Engagement



Deloitte and startups will explore the best way to engage in order to benefit both parties

- 6. Engage investors
- 7. Create value network
- 8. Create partnership
- 9. Client finding
- 10. Scaling existing business

We select businesses and founders seeking new disruptive startups, whose business model aligns with our "insurance clients" needs.

We will actively provide startups with ongoing support and resources for innovation in the insurance market.

- 1. Reach Disruptors
- 2. Build a pipeline
- 3. Sign tech founders
- 4. Disruptive ideas
- 5. Business Model

We seek business model innovators creating new disruptive startups, whose business model directly addresses our insurance clients' needs.

**DISRUPTORS**  
WHO IS OUR TARGET



- 90 startups
- 6 weeks
- social media, F6S & email marketing
- alumni, partners, sponsors & mentors
- Deloitte's ambassadors for startup scouting

**DISRUPTIVE**  
PROGRAM PROCESS

- 1. Engineering Innovation
- 2. Strategic Partner Network
- 3. Startup Partnership
- 4. Client Hiring
- 5. Startup Scouting Network

We will actively identify startups innovating in their capabilities for innovation in the insurance market.

**DISRUPTION**  
KEY ACHIEVEMENTS

- 1. Reach Disruptors
- 2. BETA Region
- 3. Sign Tech Founders
- 4. Disruptive Ideas
- 5. Business Model

We select businesses and founders seeking new disruptive capabilities, whose business model aligns with our "insurtech clients" needs.

DISRUPTORS  
WHO IS OUR TARGET



- 20/25 startups
- 1 week
- LEAN Innovation process & 48h hackathon
- entrepreneurship tools & methodologies
- first validation of product & value proposition
- 48h hackathon with Deloitte tech & IT experts

DISRUPTIVE  
PROGRAM PROCESS

- Engineering Innovation
- Strategic Business Models
- Business Partnership
- Client Hiring
- Startup Funding Networks

We will actively provide startup incubating support as well as help in the recruitment for innovation in the insurance market.

DISRUPTION  
KEY ACHIEVEMENTS

- 1. Reach Disruptors
- 2. Build a pipeline
- 3. Sign up founders
- 4. Disruptive ideas
- 5. Business Model

We select businesses and founders seeking new disruptive capabilities, whose business model aligns with our "insurance clients" needs.

DISRUPTORS  
WHO IS OUR TARGET



- 10/15 startups
- 8 weeks
- individual coaching & pitch practice sessions
- workshops and guided action sessions
- roadmap for integration with Deloitte solutions
- Deloitte consultants are a key part as mentors

DISRUPTIVE  
PROGRAM PROCESS

- 1. Engineering Innovation
- 2. Strategic Solution Delivery
- 3. Strategic Partnership
- 4. Client Hiring
- 5. Strategic Consulting Partners

We will actively identify startups innovating in the requirements for innovation in the insurance market.

DISRUPTION  
KEY ACHIEVEMENTS

- 1. Reach Startups
- 2. Build Region
- 3. Sign Tech Founders
- 4. Disruptive Ideas
- 5. Business Model

We select businesses and founders seeking new disruptive startups, whose business model aligns with our "insurance clients" needs.

DISRUPTORS  
WHO IS OUR TARGET



- 10/15 startups
- 1 day
- presenting startup solutions to Deloitte's clients
- networking between startups & clients
- Deloitte partners as judges

DISRUPTIVE  
PROGRAM PROCESS

- 1. Engineering Innovation
- 2. Strategic Solution Delivery
- 3. Strategic Partnership
- 4. Client Hiring
- 5. Strategic Consulting Services

We will actively identify startups innovating in their capabilities for innovation in the insurance market.

DISRUPTION  
KEY ACHIEVEMENTS



- 1. Reach Disruptors
- 2. EARLY Support
- 3. Give Tech Founders
- 4. Disruptive Ideas
- 5. Business Model

We select businesses and founders seeking new disruptive capabilities, whose business model aligns with our "insurance clients" needs.

DISRUPTORS  
WHO IS OUR TARGET



- 3 to 5 startups
- 6 months
- support services to fine-tune final product
- further design and programming support
- technical assessment for production & roll-out
- Deloitte consultants continue as mentors

DISRUPTIVE  
PROGRAM PROCESS

- Engineering resources
- Specialist external services
- Product development
- Client testing
- Deployment/roll-out

We will actively provide support, including offering an opportunity for involvement in the insurance market.

DISRUPTION  
KEY ACHIEVEMENTS

- 1. Reach startups
- 2. Data input
- 3. Sign tech founders
- 4. Disruptive ideas
- 5. Insurance Market

We want tech-savvy and creative existing and disruptive startups, whose business model aligns with our insurance clients' needs.

**DISRUPTORS**  
WHO IS OUR TARGET



- 2 to 3 startups
- 4 months
- Support services to fine tune final product
- Further design and programming support
- Technical assessment for production & roll out
- Deloitte consultants continue as mentors

**DISRUPTIVE**  
PROGRAM PROCESS

- Empowering innovation
- Synergic solution delivery
- Strategic partnership
- Client sharing
- Startup scouting for clients

We will actively promote startups introducing them as key drivers for innovation in the insurance market.

**DISRUPTION**  
KEY ACHIEVEMENTS

GET IN. SIT TIGHT. ENJOY THE VIEW.  
WE ARE GOING UP .