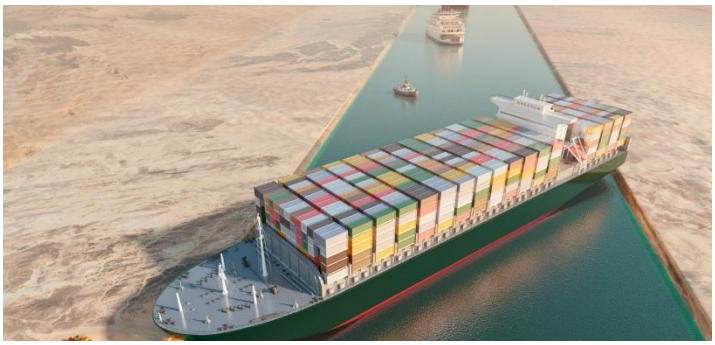
REAL INSIGHTS by INDATECH

November 2025 • Part 1

GET REAL WITH DATA

RELIABLE • EXPECTED • ACCURATE • LEGITIMATE

You did the homework. Evaluated the options. Got the approvals. You're excited about the potential improvements in efficiencies and profitability that will come. The project starts. And then, you hit a data bottleneck. Delays occur. More resources are needed. Frustrations mount.

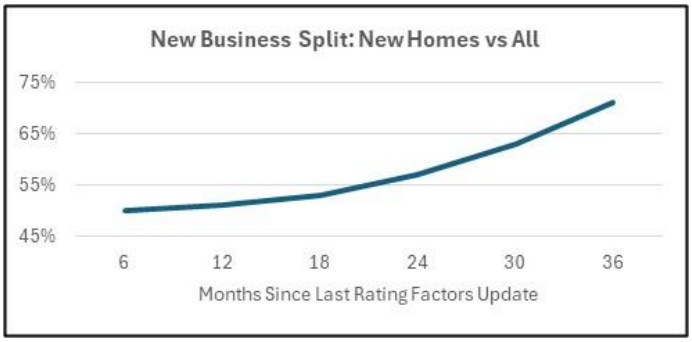


WHAT EXACTLY IS A DATA BOTTLENECK?

Let's look at a simple example. (*Exaggerated for effect).*

You insure 2 risk types: new homes and older homes using a simple risk factor based on the age of the home. *(We assume no other factors are used for our purpose)*. It's been a few years since you reviewed your factors.

Your split of new homes is increasing at an alarming rate, indicating your rates may not be in line with the market.



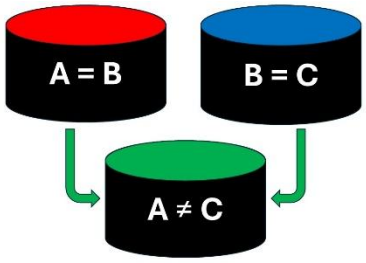
You started seeing the signs 24 months after your last update. So, you embark on a rating improvement project. You know it will take time, so you need to start now to hopefully get the changes implemented this year.

You decide to do this using internal resources or to use an external partner. Either way, the first step is to get your data ready. You need to pull data from your system(s), but you need to validate the information for completeness, accuracy and consistency.

And then… Something is not reconciling with other reported information.

If A=B and B=C, then A=C

We all know this simple statement. But what happens when it doesn't hold?



This can happen when the blue bin is not built by the same people who built the red bin. And "B" was defined differently in the 2 bins.

You need to extract the necessary data for your project into a green bin. But A is not equal to C.

WHAT NOW?

The project is put on hold while you figure out why this happened. More time and resources are needed. But even worse, you risk falling behind the market even further. Or you could decide to take the very risky path of moving forward anyway and deal with the consequences later.

Avoid the pitfalls of a data bottleneck. Fix the cracks in your data foundation today because soon enough, you'll want to join the flock and add some new shiny bricks to your existing processes or build a new addition.

One thing you will always need: ***A solid data foundation!***

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