



# POLYSYSTEMS, INC. HORIZONS

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PolySystems, Inc.

## EDITOR

Jackie Smith

## ASST. EDITOR

Tom Cook

## PRODUCTION

Debbie Christensen

## CHICAGO OFFICE

30 N. LaSalle Street  
Suite 3600  
Chicago, IL 60602  
P 312.332.5670  
F 312.332.2391

## NJ OFFICE

2 Executive Campus  
Suite 320  
Cherry Hill, NJ 08002  
P 856.663.8711  
F 856.663.8712

[www.polysystems.com](http://www.polysystems.com)

## HORIZON

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## THE BUZZ—PolySystems is Enterprise-Ready

—Roger W. Smith, FSA, MAAA, President

In this fast paced world where buzzword is a buzzword and a buzzword can move from complete obscurity to everyday use seemingly instantaneously, it can be hard to keep up. Are you still with me?

I can only speculate on whether every professional field generates new hot topics like the insurance industry and IT. It certainly seems like we work in the confluence of dynamic, robust, multi-leveled, high-tech, market-driven, risk-neutral generators of buzzwords.

“Enterprise-ready” has been on my mind lately. The latest and greatest mobile phones are “enterprise-ready.” Web-based applications are judged on whether they are “enterprise-ready.” If web-based applications can be enterprise-ready, is PolySystems enterprise-ready?

The first step in my quest finds me considering what makes a system enterprise-ready. This word has yet to be given the distinction of being a Wikipedia\* entry, yet sorting out the particulars of being enterprise-ready is commandeering my time.

It might be easier to approach this by recognizing and defining the opposite of being enterprise-ready. It is still common for some valuation and projection systems to be geared towards a single line of business. Spreadsheets and manual operations are required in

the middle of reporting functions. You then have to reinvent the wheel to work on other lines of business. These are undoubtedly some of the characteristics of systems that are not enterprise-ready.

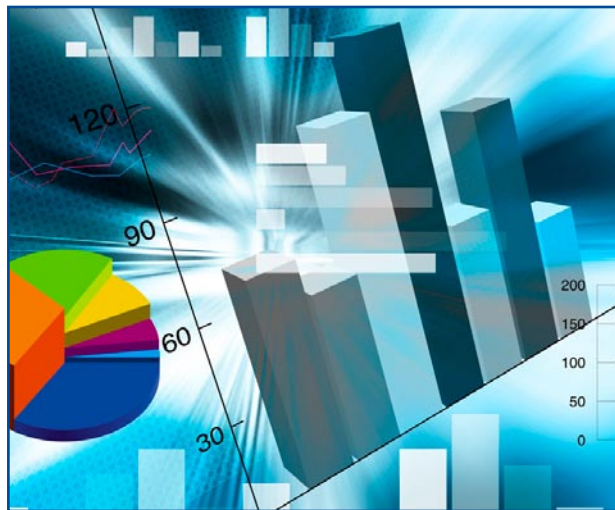
We hear that a couple of our competitors are working hard on enterprise-ready versions of their systems. I cannot help but wonder if this is proof that their current offerings are not enterprise-ready systems.

PolySystems is already making enterprise-ready systems, and to prove as much I have prepared a “top ten” list of the reasons that PolySystems’ solutions are enterprise-ready.

(This list has not been endorsed by anybody else who might also have a numbered list.)

### *The Top Ten Reasons PolySystems’ Solutions are Enterprise-Ready*

10. We developed our own grid solution and enabled most of our applications to run on the grid.
9. Our designs are comprehensive. We cover all benefits and coverages, so it is not necessary to build spreadsheets around the systems to calculate values that are out-of-scope.
8. Our solutions include well-defined data extract functions guaranteeing that dependable data collection is of production quality.



7. When our systems offer user formulas, we support them in future releases and will soon release compilable options.
6. Our data view includes both future events and historical transactions in one seamless data model.
5. We fit into production-quality, controlled environments.
4. Our data is open, and we play nicely with other systems.
3. Our solutions cover all lines of business.
2. If you learn one of our systems, you can run the rest.
1. No dongles or hardware-keys.

We designed our solutions to be enterprise-ready from day one. We developed our software to be comprehensive and efficient from day one. We have pushed computing capacities and introduced many fresh innovations to our reporting capabilities. As others try to catch up, we will continue building new functions on to our solid foundations. Count on PolySystems to be a leader for future developments. 🌐

\*Wikipedia is a registered trademark of the nonprofit Wikimedia Foundation.



## Marketing Corner

# PolySystems is Looking Forward to the SOA Annual Meeting!

—Robert S. Keating, Vice President Sales & Marketing

While in Orlando this October, we invite you to stop by our booth and hospitality suite. In addition to those social events, PolySystems is also hosting our annual User Group Meeting.

### *A User Group Meeting is...*

An opportunity for PolySystems software users to get together with PolySystems actuaries in an informal setting. Our actuaries will demonstrate the latest features added to our software. VA CARVM passed LHATF on August 20, 2008. This will be one of the hot topics on the User Group Meeting agenda.

We want you to get the most out of the PolySystems software you are using and we are hosting this event with you in mind. There will be time for questions and an opportunity to discuss issues face-to-face with a PolySystems actuary.

### *Attendance is open to...*

All PolySystems software users—beginner, intermediate and experienced. We are also welcoming those who have not yet experienced the benefits of PolySystems software. We want to show you what you are missing!

## Look for PolySystems in Washington, D.C.

### *Valuation Act. Symposium*

September 24–26, 2008  
Renaissance Washington Hotel  
Washington, D.C.

Hospitality Suite, #1440  
Sept. 24th~6:30–9:30 p.m.  
Hors d'oeuvres & Cocktails

Sept. 25th~7:30–10:30 p.m.  
Dessert & Cocktails 🌐

### User Meeting Schedule Sunday, October, 19, 2008

*Lunch served from 1:00–2:00 p.m.*

1:00 p.m.	PBR & VA CARVM in PolySystems Software
1:30 p.m.	Compiled User Formulas
2:00 p.m.	Bundle Codes & Advanced Projection Capability
2:30 p.m.	Grid Processing & Production Based Methodologies
3:00 p.m.	Questions & Answers

The PolySystems User Group Meeting will be held at the Orlando World Center Marriott.

Space is still available for this special event. To help us prepare, please RSVP to Michelle Smith at 312.332.5670 or via email at MSmith@polysystems.com, with your name, company, and PolySystems experience level.

We look forward to seeing you in Orlando. 🌐