



# PolySystems, Inc.

# HORIZONS

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PolySystems, Inc.

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**PolySystems, Inc.**  
Celebrating 40 Years of Service

## New Year's Resolutions

—Robert S. Keating, Vice President Sales & Marketing

A new year is a time for resolutions. We frequently resolve to improve in some way. We develop habits over time that may be acceptable in the short term but should not continue long term. The improvements may mean we will do more “good” things such as exercising, spending time with family, and reading. Or we might resolve to have fewer “bad” (relatively speaking) habits, such as eating sweets, watching TV, and waking in the middle of the night to check for new activity on our Smartphones.

A new year is also a time for predictions. In 2010, we predict that companies will resolve to document financial reporting and modeling processes more than in 2009 and depend on spreadsheet manipulations less than in 2009. We continue to hear about the need to create dependable, production-quality processes, so we anticipate more work aimed at streamlining data flows and improving the production-quality level of actuarial processes.

When it comes to such overwhelming projects, though, it is often easier to decide to start them tomorrow. *Phew*, right?

Well, tomorrow is here. While the task at hand is hard—maybe really, really hard—PolySystems has a solution.

### *PolySystems can Offer a Comprehensive Evaluation of all Actuarial Reporting Processes*

As with many of our clients, your staff is probably already stretched and working to capacity on basic functions. We have all been there, so we all know this is when quality controls start to slip.

As you start this new year, consider: Do you have a system that has been in use for at least ten years? Does this aging system rely on multiple patches that are not well documented? Does this aging system have one or more programs written in a language that your IT department considers obsolete?

As you start this new year, look to PolySystems. PolySystems is a natural candidate to engage in any review or reengineering of reporting data systems.

We are:

- Expert at building, implementing and maintaining long term solutions.
- Experienced at extracting data and adding essential policy-level detail.

- Familiar with creating testing environments and maintaining systems.
- Skilled with identifying miscellaneous steps and speeding up processes.
- Qualified at writing documentation for Sarbanes-Oxley and other purposes.

We build controls to track the proper processing of jobs from one step to the next to ensure a streamlining of all actuarial data flows. Our results are fully auditable and reproducible.

Whether the reporting or modeling process is based entirely on our proprietary software or consists of software from other sources, we are a valuable actuarial partner.

Improvements do come in two flavors, though, and PolySystems is also available to help you add important functionality to further improve your processes.

### *PolySystems can Help you Establish a Solid Foundation to Meet the Modeling Demands of Tomorrow*

Many of these demands, such as a Principles-Based Approach to reserves, are right around the corner. Modeling in a principles-based world will require a very solid financial reporting system foundation. Now is the time to set that foundation.

PolySystems is well equipped to set that foundation for you and organize a diverse set of processes by providing rigorous systems testing, maintenance, and documentation.

PolySystems is available to provide the following services for all valuation, modeling, financial reporting, and experience measurement applications:

- We will build and maintain complete and accurate documentation of your production process. We will build this documentation over the first 12 months of the support service.
- We will request copies of ALL the data and software you use in production every quarter. The data that you transmit must be the same data from which you built the VMF.
- We will maintain computing facilities to retain data and run the complete production processes, including extract programs.



- Your full data sets will be used in our testing functions. We will report the results of testing runs routinely.
- We will maintain the version that you run, and we will roll the data to new versions as they are introduced. You will be able to receive the latest version from us and seamlessly introduce it into your production environment.
- We will identify changes in coding and any new plans that you may have added. We will regularly report on the new plans and changes in coding; these reports will show summaries of current assumptions and any previous assumptions.

There are significant benefits from our proposed program:

- Targeted blocks will be regression tested (not partially, but 100%) and rolled-up.
- You will automatically stay current with software updates, and software versions will no longer vary within a line of business.
- Best practice review will help consolidate similar blocks and eliminate work-arounds and manual procedures.
- We will identify miscellaneous steps and speed up processes.

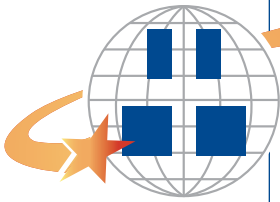
- Valuation errors will be reduced.
- Our services will be performed with little or no involvement by you.
- Our services will be performed during the 2<sup>nd</sup> and 3<sup>rd</sup> months of a quarter and won't interfere with financial reporting.
- You will be notified of any reserve changes and their cause in advance of the quarter-end.
- We are experienced with writing documentation. The concerns of SOX auditors will be answered.

To start the intensive support program, PolySystems will roll-up all business to the current versions of the software. The additional services provided by our support program will apply to all PolySystems software in production. The Master series will be the primary focus but we will include Delphi, Horizon, Measure, SOE and Asset Delphi to the extent they are in the production environment.

### *The Next Step*

Whether you are wondering how to get started or already have a list of improvements that are in the development pipeline for 2010, contact Bob Keating at 312.332.5670 or via email at [BKeating@PolySystems.com](mailto:BKeating@PolySystems.com).

We are ready to get started today. 🌐



# **BITS & BYTES**

## **A Winter of Webinars & A Little Curling**

—Jackie Smith, Actuarial Assistant

PolySystems' winter of webinars continues with two complimentary webinars scheduled in January. **Space is limited! Register Today!**

### **An Introduction to the UL/Annuity PDH**

Jan. 25, 2010 – 2:00 P.M. (CST)

Jan. 27, 2010 – 10:00 A.M. (CST)

The Policy Detail History (PDH) file is the foundation for valuations, projections and experience studies in PolySystems' UL and Annuity processing. Learn about how the PDH is created and used in Horizon.

### **An Introduction to ULMeasure**

Jan. 26, 2010 – 2:00 P.M. (CST)

Jan. 28, 2010 – 10:00 A.M. (CST)

ULMeasure is PolySystems' experience study software for UL products. ULMeasure is unlike Measure for other lines of business in that it runs in Horizon. In this webinar, learn how to set up an experience study and run ULMeasure within Visual Horizon.

The PDH is the input file needed to run ULMeasure and AnnuityMeasure, so the Introduction to the UL/Annuity PDH webinar is a great accompaniment to the Introduction to ULMeasure webinar.

To register for one or both of these sessions, stop by our website at [www.PolySystems.com](http://www.PolySystems.com) or contact Jackie Smith at [JSmith@PolySystems.com](mailto:JSmith@PolySystems.com).

### **How Much do you Know About Curling?**

Have you noticed PolySystems' latest ad on the back cover of *Contingencies*?

In curling, teams slide large, granite stones down a sheet of ice. There are four members on each team; the "lead" goes first and the "skip" goes last. A few people at PolySystems have given curling a shot, and we want to give *you* a shot.

Stop by our website and answer a few questions about curling for a chance to win a Starbucks® gift card.

Entry deadline is Fri., Feb. 5, 2010. All correct entries will be entered into a drawing for a Starbucks® gift card. Up to three winners will be notified on Mon., Feb. 8, 2010.

Visit our website and give it a shot! 🌐

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

