



**Solvrays**

**Your Workflow, Simplified**

**Transform Life, Annuity, and Long-Term Care insurance operations with our AI-powered workflow solution.**



# Current Workflow Solutions: Outdated, Inefficient, and Costly



**Inefficient Manual  
Processes**



**Silos and Isolated  
Tech Stacks**



**Poor User  
Experience**



**Limited Real-Time  
Insights**



**Inflexibility & Lack of  
Customization**



**High Maintenance  
Cost**



**Compliance and  
Operational Risk**



**Lack of Customer-  
Centricity**



# Future of Workflow - Solvrays

## ● **AI-Powered Efficiency**

Solvrays leverages advanced AI to streamline complex insurance workflows, reducing manual intervention and increasing operational speed.

## ● **Human-Centered Design**

Built with the end-user in mind, Solvrays focuses on simplifying the user experience for internal operations staff, third-party stakeholders such as agents, and customers such as policyholders, beneficiaries, etc.

## ● **Legacy Modernization**

Integrates seamlessly with existing legacy systems, offering a pathway to dismantle legacy systems over time.

## ● **Workflow-Driven Innovation**

Automates routine tasks and optimizes business processes, freeing up valuable time for staff to focus on higher-value activities.



# Future of Workflow - Solvrays

## Configurable & Scalable

A modular solution tailored to meet the specific needs of insurance insurers of all sizes, capable of scaling as business demands grow.

## Enhanced Decision-Making

Real-time analytics and AI-driven insights help organizations make data-backed decisions, improving accuracy and reducing risk.

## Purpose-Driven Impact

Aligns technological advancements with a mission to create meaningful change and a better experience for all stakeholders in the insurance ecosystem.



# SolvRays: One Platform. Twelve Genes. Infinite Possibilities.



## PulseGene

Seamlessly orchestrates workflows and third-party components for plug-and-play.



## PoliGene

Streamlines policy data management to power SolvRays' task automation.



## RouteGene

Case management and workflows for tasks needing human oversight.



## DocuGene

Correspondence engine to produce templated and adhoc letters.



## ScribeGene

Dynamic knowledge graph from internal and third-party data and documents.



## ConvoGene

An interactive chat interface that taps into the knowledge graph to deliver insights and execute tasks.



## CalcGene

Transforms Excel logic into scalable APIs for seamless application and workflow integration.



## RepoGene

Empowers users to create custom reports and dashboards for actionable production insights.



## FormGene

A configurable digital engine for seamless internal and external data collection.



## PdfGene

Generates PDFs for streamlined documentation.



## AuthGene

Security and authentication layer.



## ClouGene

Storage of data and documents for ease of access and usage.



# Insurers Excited for Solvrays



## Doc Ingestion

Classification, Automated Summaries, and Routing

Initial Savings

- \$125K per year
- SLA Management
- Positive CSAT

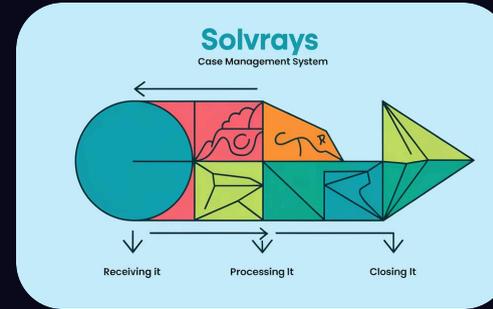


## Doc Management

Replacing legacy systems with AI-enabled solutions

Initial Savings

- \$250K per year
- Increase Quality
- Reduce Compliance Risk



## Servicing Workflows

Case management for servicing workflows

Initial Savings

- 80% Efficiency
- Reduce Onboarding by 90% of new staff



## Party Sync

Proactive monitoring of changes to party data

Initial Savings

- \$5 to \$10M annual for clean data
- Quality data leads to a 70% increase in revenue



# Opportunity in Insurance Technology



## Market Growth

33% Growth in Global AI for Insurance with market of 79.86 Billion



## Technology Transition

74% still use legacy systems, 76% adopting generative AI



## Strategic Investment

91% investing in AI to solve operational challenges



## Workforce Evolution

50% of current workforce approaching retirement by 2028

**Our Insurtech AI Workflow Solution is transforming how North American insurers manage operations and empower teams.**



# Untapped Potential in North America's Insurance Operations

The North American insurance market offers significant growth potential across multiple segments

## Life and Annuity Challenges

- Back-office inefficiencies and aging core systems limiting potential growth.
- Need for transformation to minimize customer and distributor impact.

## Market Projections

- Sales growth is expected to continue in 2025, with projected premium growth between 2% and 6%.
- The life risk protection segment is expected to grow by 2.7% annually in 2025 and 2026.

## Long-Term Care

- Expected significant market expansion from 2023-2030, driven by aging population and retirement planning needs

## Third-Party Administrators (TPA)

- Projected to reach \$514.98 billion by 2030, with 6.3% CAGR from 2021-2030



# Market Size

**1 Total Addressable Market (TAM)**

US Market - 5687 Insurance Companies

**2 Serviceable Available Market (SAM)**

US Market - 719 Life and Annuity Insurance Companies

**3 Serviceable Obtainable Market (SOM)**

US Market- AM Best 200 Life and Annuity Insurance Companies





# Business Model

**3**

**Customers in  
2025**

Initial market entry with targeted customer acquisition

**6**

**New Customers in  
2026**

Accelerated growth through platform expansion

**15**

**New Customers in  
2027**

Projected exponential market penetration

## Per Client - 3Year Contract

**\$660K**

**Platform Fee**

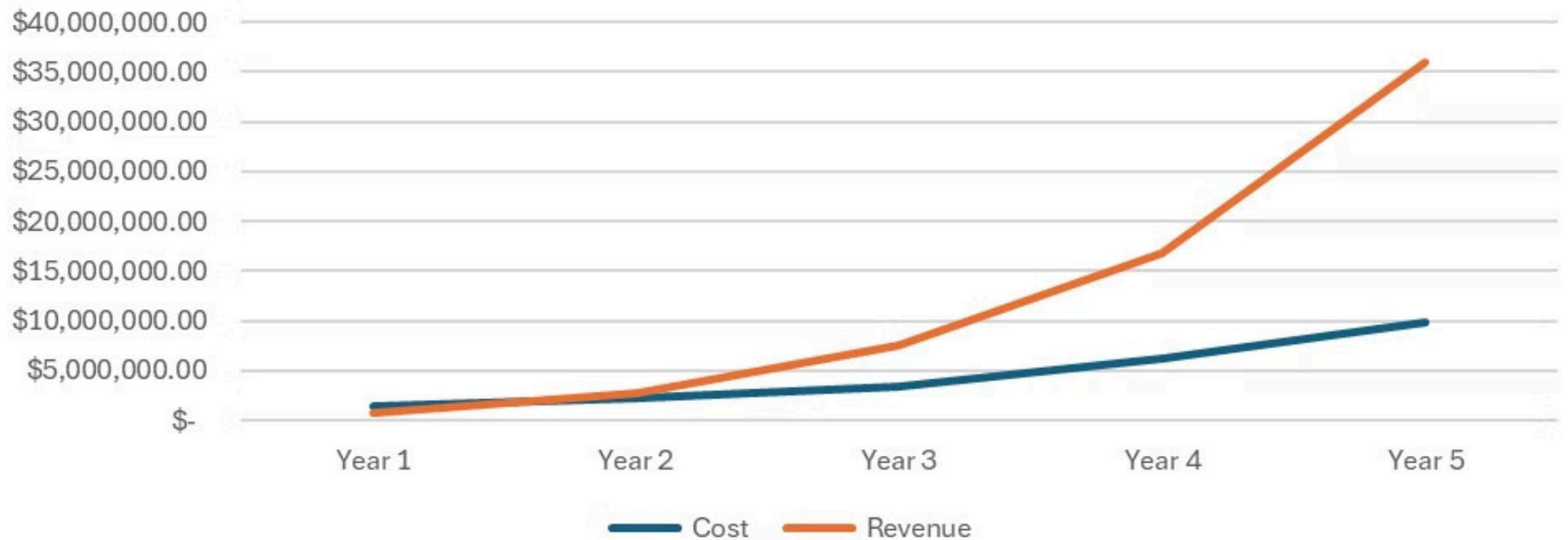
**\$300K**

**Usage Fee**

**\$145K**

**Services Fee**

Revenue and Cost Projections





# ASK

**We're raising \$1.5M SAFE at a \$10M Post-Money valuation**

## **Critical goals:**

- Build Additional Use Cases
- Expedite Go-To Market
- Build Pipeline - 30 additional insurers
- Voice of Customer Enhancements

**Current Pipeline - 15 Insurers with 3-Year Potential Contract Value - \$14.4M**

**1**

**Q1**

- Hire 9 critical staff • Onboard Strategic Partner • MVP Launch at ILTCI Conference

**2**

**Q2**

- 25 critical servicing use cases • Customer Validation: PartySync • Onboard Client #1

**3**

**Q3**

- Hire 2 additional staff • PartySync Go-to Market • Onboard Client #2

**4**

**Q4**

- Onboard Client #3 • Finalize Roadmap



# My Ask for RevTech Labs

## Critical goals:

- Build Additional Use Cases - Explore FinTech
- Expedite Go-To Market - Need Pricing Help
- Build Pipeline for Customers, Partners, and Investors - How Can We Create Awareness in NC
- Voice of Customer Enhancements - Demos and Further Exploration

# Team



## **Bobbie Shrivastav**

Co-Founder & CEO

- 2nd InsurTech Venture
- 20+ years in Financial Services
- Execution Excellence - Scaled 1st InsurTech to over 110 employees and 25 insurers



## **Soven Shrivastav**

Co-Founder & CTO

- 20+ years in IT and Innovation
- Built and Architected 7 Insurance/Healthcare Startups
- Scale-up Expertise - Led and Architected solutions and releases for over 20 insurers



## **Kamal Bansal**

Chief Product Officer

- Former Northwestern Mutual Executive
- 25+ years in Insurance and Tech Ops
- Insurance TechOps - Led teams of over 800 for servicing operations



# THANK YOU

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We are looking forward to having you join us in our movement to transform insurance operations