



2019 Silicon Valley Risk Technology Forum

March 5-6, 2019

PLUG AND PLAY TECH CENTER
SUNNYVALE, CA



The Changing Role of Risk Management

Michelle Sartain (Moderator) – US Sales Leader, Marsh

Leslie Lamb – Director Global Risk Management, Cisco

Sean Fitzsimmons – Director Global Corporate Risk, Uber

Liz Walker – Director Enterprise Risk & Global Insurance, Groupon

Roberto Palmaka – Senior Director of Enterprise Risk Management, Microsoft

Leveraging Digital Solutions – How are Roles Changing?

Low-Level Tasks with Potential to be Automated

- Certificates of Insurance
- Values Collections
- Invoicing and Allocations
- Benchmarking
- Peer Analysis
- Budgeting/Forecasting
- _____
- _____
- _____

Complex Activities Driving Highest Value

- Emerging Risk Assessments
- Scenario Planning
- Enterprise Risk Management
- Risk Quantification
- Coverage Design & Analysis
- Alternative Program Design
- _____
- _____
- _____

The Need to Support Growth – Enabling Innovation?

Reducing operational friction?

Creating risk solutions in support
of market access?

Building risk solutions into
product or service offerings?

Freeing up capital/cash for
R&D?

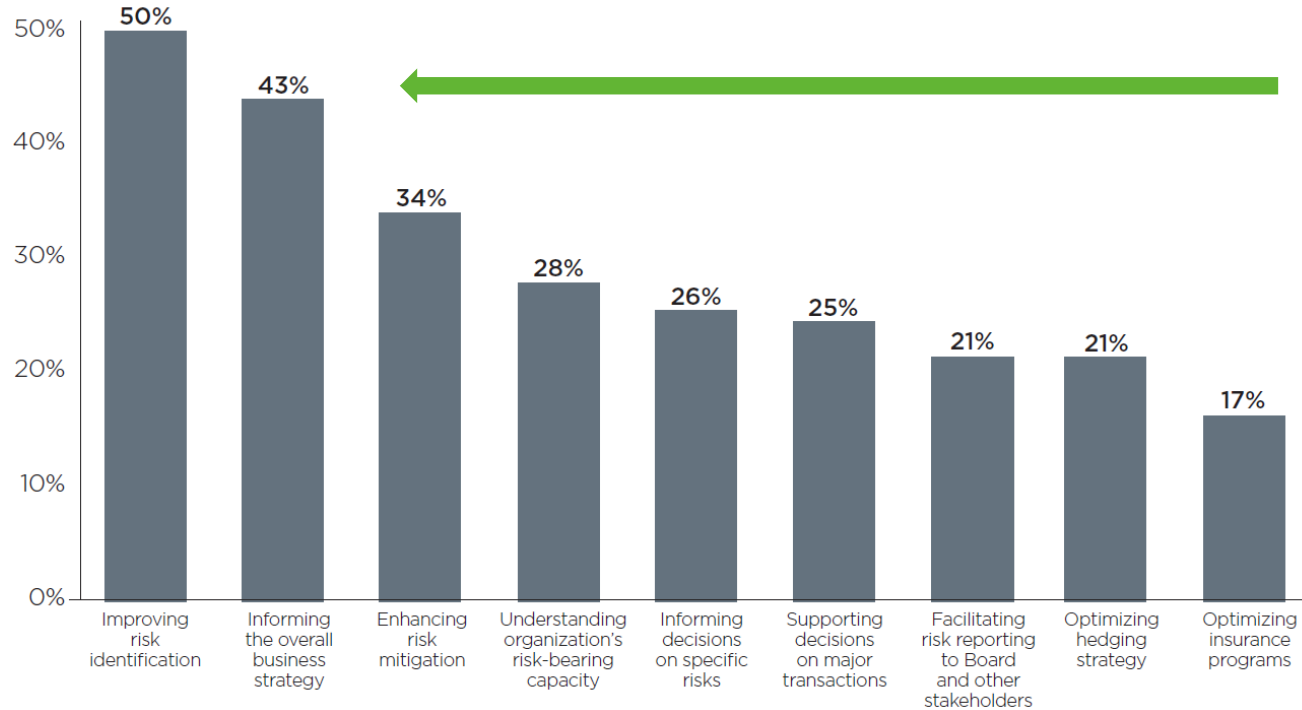
Developing revenue-generating
risk solutions?

*Leading investment in emerging
risk mitigation technologies or
applications?*

Emerging Risks – Priority for Risk Data and Analytics?

Effective Integration of Risk Data and Analytics in the Organization

(Percent of Organizations)



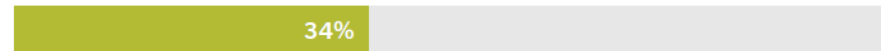
Emerging Risks – Staying Ahead... or Responding Quickly?

How do you assess new and emerging risks related to the products and services which your company develops?

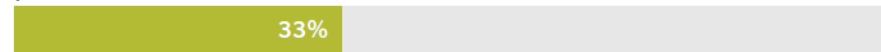
Risk management follows internal announcements and external news sources to learn about our products and services.



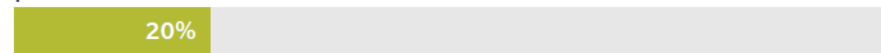
Ad hoc information.



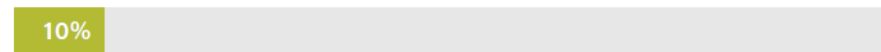
We have a formal process to inform risk management of the end use of all our products and services.



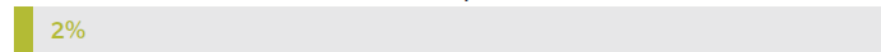
Risk management analyzes sales data to identify likely uses of our products and services.



We don't track this information but we should.

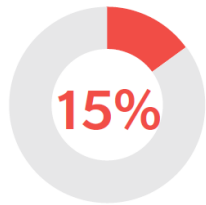


We don't track this information and we don't plan to track this information.



Demands on Capital – What is the Priority?

Percent of Revenue Spent on R&D



CMT
Companies



Health Care/
Life Sciences

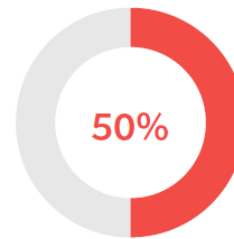


Other
Industries

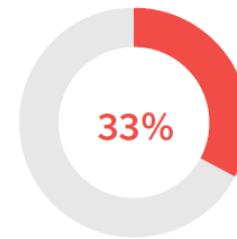
Respondents were asked to prioritize risk management investment (defined as time and capital) between 1). Identify and Prevent and 2). Respond and Transfer.

- 50% of the respondents indicated that 75% or more risk management investment should be spent on Identify/Prevent
- 17% indicated that 75% or more of risk management investment should be spent on Respond/Transfer

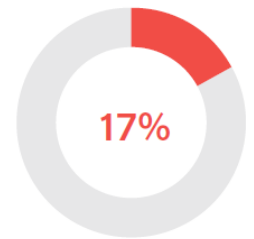
Investment Preferences:



Identify and
prevent



Even split between
prevent and transfer



Respond and
transfer



MARSH