Deloitte.

Perspectives on Product Management

2019 CAS Ratemaking and Product Management Seminar

Tony Klemme

American Family Insurance

Adam Tyner

Allstate Insurance

Todd Witte

Deloitte Consulting

Anti-Trust Notice



- The Casualty Actuarial Society is committed to adhering strictly to the letter and spirit of the antitrust laws. Seminars conducted under the auspices of the CAS are designed solely to provide a forum for the expression of various points of view on topics described in the programs or agendas for such meetings.
- Under no circumstances shall CAS seminars be used as a means for competing companies or firms to reach any understanding – expressed or implied – that restricts competition or in any way impairs the ability of members to exercise independent business judgment regarding matters affecting competition.
- It is the responsibility of all seminar participants to be aware of antitrust regulations, to prevent any written or verbal discussions that appear to violate these laws, and to adhere in every respect to the CAS antitrust compliance policy.

A product manager communicates product vision from the highest levels of executive leadership to development and implementation teams. The product manager is often called the product "CEO"

https://en.wikipedia.org/wiki/Product_manager (2017)

The Role of a Product Manager

The Product Manager plays a central role in the on-going cycle of analytics, decision-making, and implementation.



Monitor Product Performance "Reading the Field"

- Monitor performance against key metrics
- Understand internal and external drivers of portfolio results compared to targets





Manage Product Lifecycle "Calling the Plays"

- Maintain, develop and test pipeline of product actions
- Discuss recommendations with key stakeholders
- Present recommendations to executive leadership for final decision



Oversee Product Development "Leading the Team"

Manage product development activities and conflicts across:

- Implementation of Pricing, Underwriting, Coverage and Form changes
- DOI filings, System updates and Communication/Change management

The Role of a Product Manager

With a broad-set of skills and responsibilities, what the product manager does in practice can vary significantly depending on the individual's skill set and organization's structure.



The Role of a Product Manager

With a broad-set of skills and responsibilities, what the product manager does in practice can vary significantly depending on the individual's skill set and organization's structure.



Tony Klemme American Family Insurance

Adam Tyner Allstate Insurance

Todd Witte
Deloitte Consulting