



“Everyone has insurance”

TEAM

Created by strong team understand deeply insurance market



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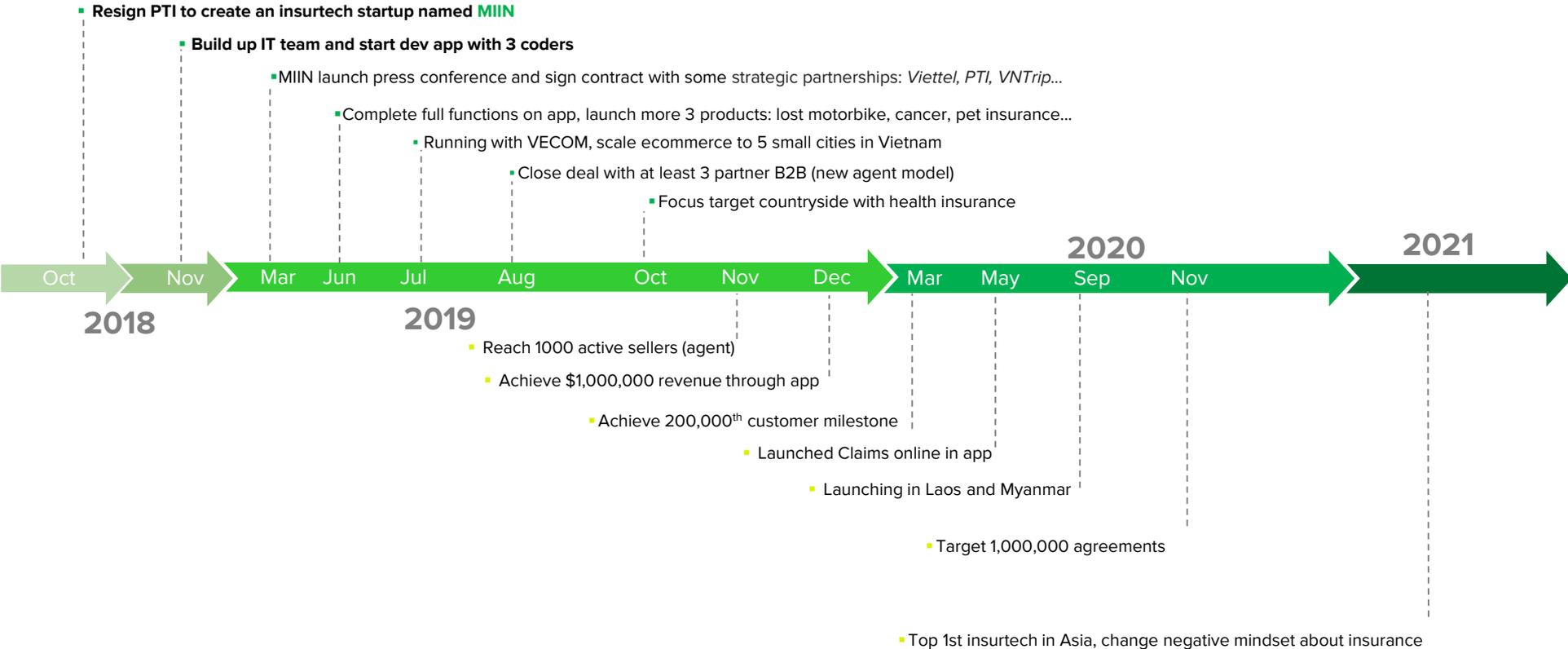


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Advisor

Vice General Director PTI

ROADMAP



“Become **Top 1** insurance brokerage company in Vietnam and Southeast Asia with over \$100 millions valuation”



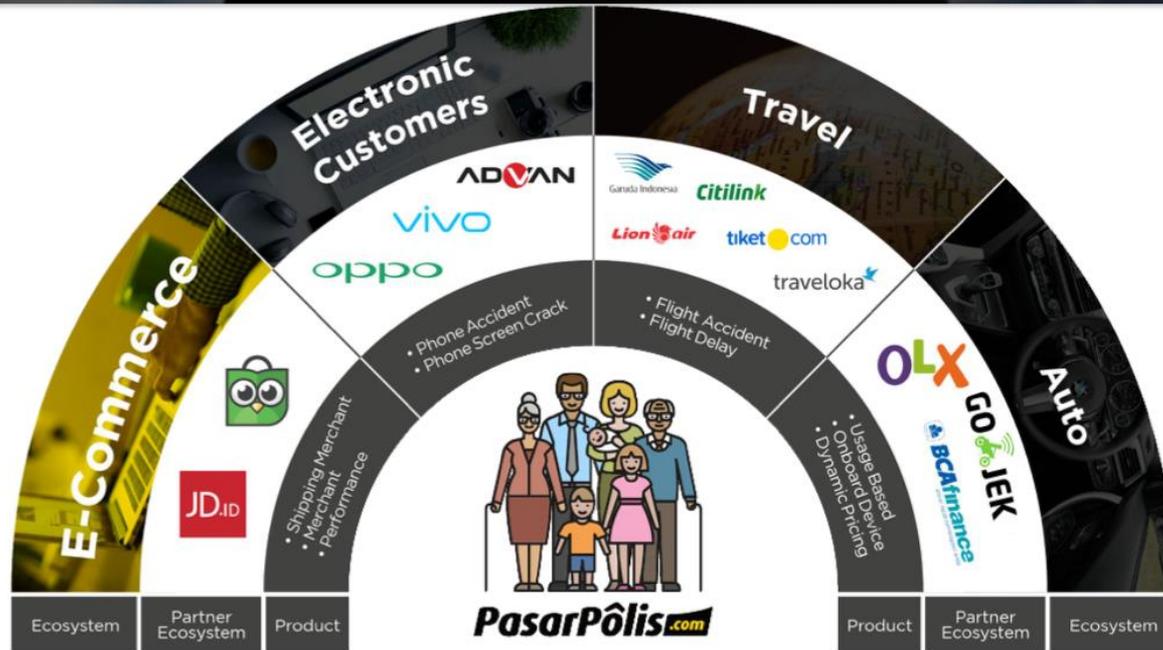
CORPORATE

VS

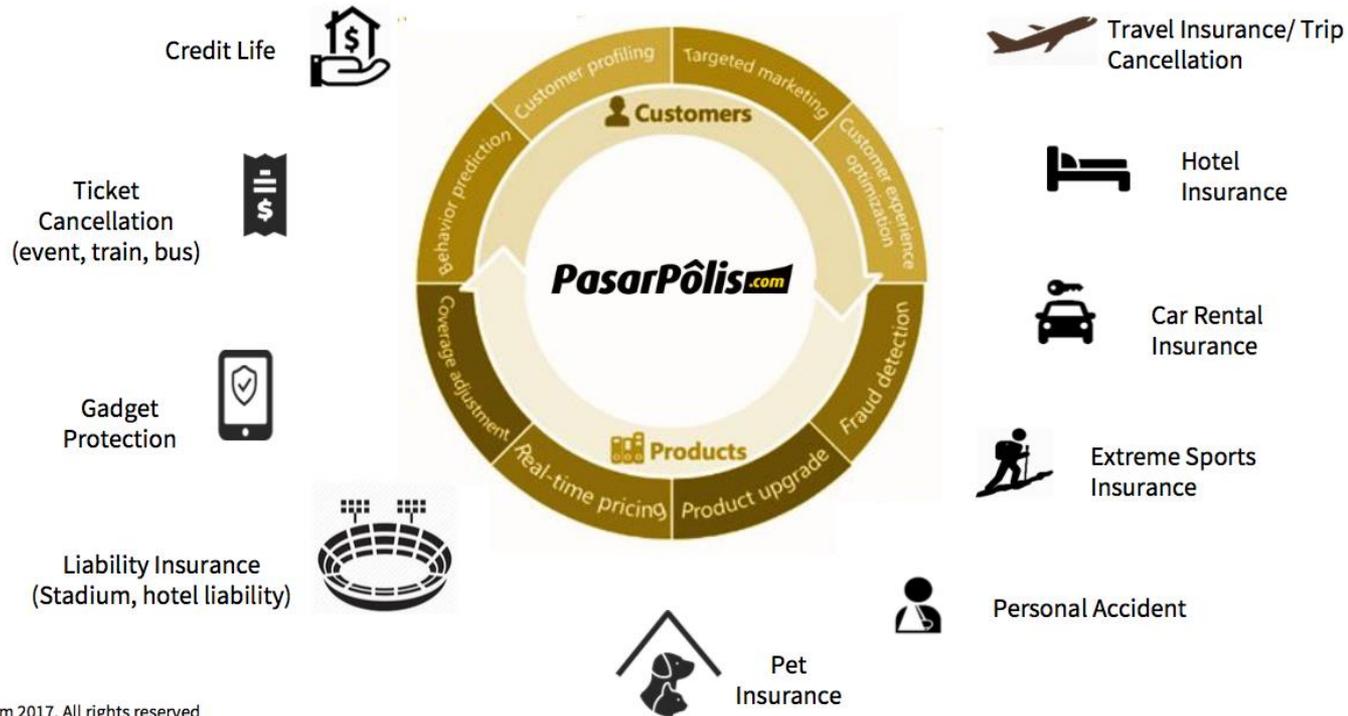


STARTUP

Our strong technology expertise and scalable architecture allows us to target multiple digital ecosystems and offer customised products



We use Big Data to enhance product design, pricing and customer experience



COLLABORATION TIPS FOR STARTUPS



1 Research the company and where they are in their innovation cycle. Is this the first time they have worked with a startup? If so, be prepared for things to go slow.



2 Understand the corporate's objectives. Are they looking to invest or acquire in the future or are they just looking for a new solution?



3 Understand the company structure. Where does the budget come from for the partnership? Who does that department report to?



4 Be aware know who you're talking to and understand their procurement policy.



5 Recognise your stage and get involved in the right programme to support through your development.



6 Ensure your objectives are aligned and your solution / product solves a genuine problem for the corporate.



7 Don't skip on legal support. Lawyers may be expensive but when it comes to corporate partnership negotiations and legals it's worth getting a good one.



8 Don't expect to get paid - at least at first. Most initial corporate partnerships are for pilots and PoCs that won't lead to immediate revenues.



9 Be realistic. Even the most innovative corporates will work at a slower pace than a startup is used to. Chasing them every day will just annoy them.



10 Look at the bigger picture. Lots of corporates look to make exclusive relationships or deals; make sure you think about your market.



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