

Underlined

Your Monthly Highlights on GreenKite & Delegated Authority Management

Issue 7 November 2021

In this month's edition...

- Sara Ager joining the board of TWIN
- GreenKite's Shân Millie - Insurance Insider Podcast
- GK Client Spotlight - Anansi
- [Lens On... Customer & Trust](#)
- UK Data Protection Reforms
- Meet the team - Gary Burke



Sara Ager joining the board of TWIN

We are delighted to announce that GreenKite CEO [Sara Ager](#) has been asked to join the board of TWIN – The Women's Insurance Net-Work. TWIN brings together a varied group of insightful and influential women that meet to exchange ideas, compare experiences and learn about challenges faced by Insurance today.

Sara says "I have been a member of TWIN for over 10 years now and am delighted to have been asked to work with the rest of the incredible Board. Unlike some of the other networking communities TWIN has a faithful and solid following and it is not just for women - the group manages to straddle and balance education, networking and friendship. I would definitely recommend others to try it out – the next session is going to reflect and debate COP26."

Shân Millie - Insurance Insider Podcast

GreenKite's [Shân Millie](#) features in Episode 101 of the leading Insurance podcast from [11:FS](#) InsurTech Insider. Shân joins series host Nigel Walsh (whose day job is MD, Insurance for Google) Benjamin Ensor & Dr. Robin Kiera to pick apart important news items. Including:



- Ascend raises \$5.5M to provide a BNPL option for commercial insurance
- Black-owned start-ups in the UK are hitting billion-dollar valuations for the first time
- UK claims bill for Covid-19 BI tops £1bn, says the FCA
- Steel City Re launches ESG parametric insurance product

and more!

It's a good listen (even if we do say so ourselves): if you're new to this podcast series, well worth checking out the back catalogue.

[Listen here...](#)



We're so excited to share news from [Anansi](#) of their achieving £1.5m in seed funding, led by [Octopus Ventures](#). We've been supporting the brilliant co-founders Ana Martins de Carvalho and Megan Bingham Walker in their progress to AR (Authorised Representative) status, a key step in their plans to be build a world- leading embedded insurance platform for goods-in-transit, shippers' interest and cargo insurance. We know how hard Team Anansi have been working and everyone here at GreenKite is delighted that they've achieved this milestone.

Megan, Co-founder and CEO of Anansi says: "Our goal is to automate the insurance experience and extend our support beyond Shopify and integrate with multiple ecommerce platforms, insurance partners, third party logistics APIs and in the future, many other services. This funding round will enable us to build more sophisticated infrastructure as we scale and add new features and automations, such as damage, international shipments and fraud detection."

We're looking forward to continuing to being part of the journey, Megan!

Anansi commented "GreenKite have continued to support us during our growth. The breadth of knowledge and hands-on support is fantastic when you are a start-up insurtech entering into a complex and established market"



Lens on...Customer & Trust

We're passionate about Insurance and Reinsurance, and we know that thinking, talking and listening about the big topics and market-shaping ideas is vital to creating Value for our clients and partners.

We thought it would be useful for readers to bring together our most-read content into mini-collections addressing key themes. And our first issue of Lens On... is dedicated to Customer & Trust. This collection brings together 5 viewpoints, one from GreenKite's Shân Millie and 4 Guest Bloggers from across the sector.

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Reforms to the UK's Data Protection Regime

The Government intends as part of a liberalization of law, post-Brexit, to make fundamental changes to Data Protection law so that it is no longer based upon EU law.

Draft legislation is planned to be introduced in early 2022. There is currently a consultation document "[Data: A New Direction](#)" with a consultation period expiring on November 19th.

What do experts in Data Privacy, Management & Protection think? How are other professionals in the Insurance firm reacting? What direct impacts for firms (and their partners and advisors) could be foreseen? Is this a progressive move for Customer Trust – or not?

Share your questions and thoughts with us.



Meet the team...

What is your name and what do you do?

My name is Gary Burke and I work with the GreenKite team to provide transformational change expertise - advisory, consulting and management of strategic and structural change that impacts a company's business model and operating model.

There are numerous drivers for transformational change (including platform replacement, implementing new ways of working, organisational restructure, post-merger integration / carve-out etc) and I work with Executive Leadership Teams to ensure that an appropriate 'transformation lens' is applied to all programme activities across customer, organisation, people, process and technology domains.

This covers raising awareness of "what transformation really involves" and how to best approach it (avoiding common but often unforeseen pitfalls at the very outset) through vendor selection and programme setup, to execution oversight ensuring that programmes stay on track.

When did you join GreenKite & Why?

I officially joined GreenKite in November 2020, however, I've known Sara Ager (CEO) and Karen Stanford (Ops and Transformation Lead) for many years. They are both consummate professionals (as well as being jolly nice people!) so having the opportunity to work with them again was a no-brainer.

What is your favourite thing about being part of GreenKite?

Being part of such a talented team that shares similar values to myself is very satisfying - the focus very much on putting clients' best interests at the heart of everything that is done. Also being part of GreenKite as it continues to attract new clients and grow makes it an exciting place to be.

What piece of advice would people give you?

If something doesn't seem right, speak up and call it out... you won't be the only one!

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GreenKite was designed for ambitious firms in Insurance like yours. We're specialists in Delegated Authority and all aspects of sustainable Growth and Resilience in Insurance and the London Market. Find out more about the services we offer at [greenkiteassociates.com](https://www.greenkiteassociates.com)

Get in touch, we'd be delighted to hear from you!

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