

# Andrew L. Simpson

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## PROFESSIONAL PROFILE

### **FORWARD THINKING & INNOVATIVE LEADER — INSURANCE INFORMATION TECHNOLOGY**

Management consultant and project manager with extensive experience in utilizing and implementing business systems and processes. Holds a proven track record in the field of insurance system development demonstrating success through all phases of large-scale technology rollouts for entities ranging from small companies to large Fortune 50 corporations. Exhibits and models influential leadership skills, while promoting a cooperative working atmosphere. Improves efficiency of operations by developing solutions that meet business objectives.

### **CORE COMPETENCIES**

- Business Analysis
- Systems Analysis
- Financial Management
- Program/Project Management
- Governance, Risk, Compliance
- Insurance Domain Expert

## CAREER SYNOPSIS

DYNACALC LLC, North Wales, PA

### **Project Management; Business/Systems Analysis (2006–Present)**

Experienced, cost-conscious, results oriented Life Insurance/Annuity industry domain expert offering a proven history of success documenting, planning, and managing diverse, multifaceted projects with multiple deliverables, complex dependencies and multi-million dollar budgets. Substantial executive management experience with a proven record of aligning business goals with technology solutions. Excellent communicator able to leverage technical, business and financial acumen to communicate effectively with client executives and their respective teams. Expert in project management methodologies. Able to manage large project teams and known for high-quality deliverables that meet or exceed timeline and budgetary targets.

#### *Selected Projects and Achievements:*

##### System Modernizations - Insurance Policy Administration & Front Office Solutions

- Project manager responsible for broad system reengineering initiatives focused on the transformation of existing systems into a new form to realize quality improvements in operation, system capability, functionality, and performance.

##### Application Replacements - Major Insurance Companies

- Project manager responsible for the planning, vendor selection, management and implementation of software releases for system replacement initiatives. Oversee multiple dimensions of project including management of project team members and vendors. Use strong leadership skills to rally teams to deliver quality releases against aggressive timeframes. Successful management of major releases of functionality through all project phases.

##### Legacy Data Migrations - Global Brokerage Firms, TPAs & Insurance Companies

- Provide management, leadership and consultation related to a large scale policy conversion projects. Responsibilities include facilitation and consultation on the design of new data structures, processes and business rules. Provide day-to-day leadership to the project teams including advice, oversight and guidance to business analysts and developers as well as the facilitation of related project tasks. Provide consultation efforts with all affected internal and external stakeholders where necessary.

##### Business Process Enhancements - Technology Solution Providers

- Consulting project manager responsible for formulating and driving the strategic product priorities for technology solution providers. Tasks include creating and communicating coherent short and long term visions, strategies and product roadmaps; creating organizational alignment around product goals, initiatives, and priorities; creating and advocating business plans for products and services; developing and analyzing cost/benefit scenarios for new product initiatives; managing relationships with stakeholders, customers and internal business partners.

CONTINUED...

CAREER  
SYNOPSIS  
CONTINUED

ACCENTURE, Edison, NJ  
**Director - Development**

- Executive manager responsible for the development, sales and profitability of insurance software products and services. Responsibilities include the administration of product and business development, project management, programming, quality assurance, systems integration, customer satisfaction.

FISERV INSURANCE SOLUTIONS, Chicago, IL  
**Vice President – Product Development**

- Consultancy role with responsibility for the ongoing development of insurance solution division’s software products. Responsible for supporting business and product development initiatives to generate market share and create new client relationships.

NAVISYS, Ambler, PA  
**Vice President Systems**

- Executive manager responsible for the development, sales and profitability of NaviSys insurance software products. Responsibilities include the administration of product and business development, project management, programming, quality assurance, systems integration, customer satisfaction and staff development.

GENERAL AMERICAN INSURANCE CO., St. Louis, MO  
**2<sup>nd</sup> Vice President – Agency Technology**

- Contribute to the achievement of the company’s sales objectives by directing the development and implementation of product marketing technologies. Provision system development and maintenance services in support of all individual products sold and serviced by the field force.

CLIENT  
COMPANY  
PORTFOLIO

**Sample Companies:** Ameriprise, AXA, Baltimore Life, Farm Bureau, Humana, KofC, Liberty Life, Manulife Financial, MassMutual, Metlife, Nationwide Penn Mutual, Phoenix WM, SBLI USA, Aplifi, InsPro, GSSInfotech, Marsh McLennan, Trustmark, CalcFocus, Oracle, InsPro

EDUCATION

**Florida State University**, Tallahassee, FL  
Bachelor of Arts, *Magna cum laude*

TECHNICAL  
EXPERTISE

<b>Development Methodologies</b>	Agile, SDLC
<b>Development Tools</b>	VB, C++, JavaScript, Java, HTML, XML, Vaadin, Jasper Reports
<b>Versioning / Deployment</b>	ALM, AWS, SVN, CVS, PVCS, Maven, TestTrack pro
<b>Testing Tools</b>	QC Enterprise, JIRA, Jmeter, JUnit, LoadRunner
<b>Database</b>	JPA, Oracle, SQL Server, DB2, SFS, MySQL
<b>Insurance Solutions</b>	OIPA, Accenture ALIP, InsPro, Sungard, Ingenium, StoneRiver, Aplifi

INSURANCE  
PRODUCT  
KNOWLEDGE

Traditional Whole Life, Term, Interest Sensitive Whole Life, Universal Life, Variable Universal Life, Variable Annuity, Fixed Annuity, LTC, Disability, Health, Private Placement, COLI, BOLI, 401(k), 403(b), SEP, IRA, (Regulations)TEFRA, DEFRA, TAMRA

