

**Parametrix provides claim-less insurance solutions focused on external IT Business Interruption.**

## TEAM

### **Yonatan Hatzor**

*Co-founder & CEO*

Data scientist and entrepreneur.

Co-founder and previous

CTO of Matter Software.

### **Neta Rozy**

*Co-founder & CTO*

Software engineer with

experience in multi system

management for data centers

and cloud. Previous Team Lead

at Datastax.

### **Ori Cohen**

*Co-founder & COO*

Economist and co-founder of

Gaia Eco-Solutions with

experience in international

relations and running

operations.

### **Tamir Carmel**

*Co-founder & Chairman*

Founder, 10bis. Experienced

entrepreneur, from bootstrap to

one of the most successful

e-commerce companies in

Israel. Acquired in 2018 by

Takeaway.com for \$157M.

### **Daniel Benjamin**

*FSA, FCAS, Actuary*

Specializes in pricing, predictive

modeling and risk management

in General Insurance. 20 years of

actuarial experience across

Europe, Israel, and Africa.

## **Contact Information**

**[www.parametrix-ins.com](http://www.parametrix-ins.com)**

E-mail: [info@parametrix-ins.com](mailto:info@parametrix-ins.com)

Cel: US +16502244904

IL +972549107957

## PROBLEM

Millions of businesses build their IT infrastructure on SaaS, PaaS, and IaaS. As a result, a major risk to their business is non-physical damage—major events such as cloud outages, network failures and third-party system crashes.

Tech infrastructure downtime causes businesses to lose up to \$700B every year. These losses are due to SLA liabilities, recovery expenses, and direct revenue losses.

These losses are minimally covered, creating a huge insurance protection gap for the SME market. The reason for this is because underwriting these coverages is extremely expensive, and have complicated claim adjustments, and lack of data that hike up pure premiums. \*

## TARGET MARKET & BUSINESS MODEL

We target SMEs that rely heavily on third-party services and e-commerce platforms.

As an MGA, we distribute through brokers that have a huge incentive to sell, targeting a unique market with a claims-free product. We also sell through the service providers themselves, which purchase our coverage and sell it as a warranty to their customers.

## COMPETITION

Direct - CyberFortress (have raised \$3M, focus on cyber products for e-commerce.)

Indirect - Aon (NDBI)

cyber carriers\*\*, Foundersshield

Other parametric products -

Setoo, Skyline Partners

\*\*We see potential partnership with cyber carriers.

\*Lloyds, IHS, Statista, Netdiligence

## SOLUTION

Parametrix creates innovative parametric (index-based) insurance policies focused on external service downtime, tailored to the SME segment.

We cover IT infrastructure downtime for cloud-computing, web hosting, applications, SDKs, SaaS, ISP, and more.

Our policies are claim-free. Once a service goes down, we compensate with an automatic payment. This allows companies to hedge their external risk, release reserves, and concentrate on their core business activities.

Our unique technology is based on external monitoring systems, which allow us to collect robust datasets, price accurately, underwrite cost-efficiently, and detect insured events in real-time. Eliminating claims adjustment costs creates the most attractive coverages available in the market.

Our Risk Exposure System provides the carrier with accurate and precise view of risk accumulation and concentration across services and regions.

## GO TO MARKET

Our line of products can be sold stand-alone or bundled into already existing insurance policies (cyber, E&O, property, product liability, and more).

## CURRENT STATUS

Our current products include coverage for cloud outages, and e-commerce downtime. We have the data, monitoring systems, pricing models and draft wording ready for market.