INSURANCE TECHNOLOGIES

Quote 2.19 December

FIRELIGHT BASE

FireLight®

Platform

INSURANCETECHNOLOGIES.COM

Insurance Technologies, LLC

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Design Approach - Quote 2.19 December

233061, 233062, 234426

1 Comparison Proposal

Enhancements to the Product Comparison Proposal for Annuity Quote. Currently, the rider and benefit fees are a cumulative value of the same rider type code from the PPfA. We will be updating the rider and benefit fee section to display the rider and benefit fees as they are received from the PPfA. Each value individually parsed from the PPfA to display the rider or benefit with the corresponding fee. This will enhance the value to the end user, displaying individual fees and not displaying a cumulative value.

Additionally, enhancements to the rider and benefit section to display an expanded list of riders and benefits available for each product. The list will contain a broader list of riders and benefits to allow for greater detail for comparison between products.

Impacts:

Comparison Proposal-Expanded list of riders and benefits, rider and benefit fees individually listed as displayed on PPfA

1.1 Comparison Proposal: Fixed Indexed-Rider and Benefit Fee Updates

Rider and Benefit Fees would display the text entered in "Name" on the PPfA and the corresponding fees. When a fee node is not present on the PPfA, the rider/benefit will not be listed on the Rider and Benefit Fees section of the comparison proposal. Additionally, if the fee node is present and is listed as a zero value, the rider and benefit will not be displayed with the fees. We will enhance this in the future release to include zero value items listed with the zero fee when the fee node is present on the PPfA.

Example:

Standard Death Benefit $50

Enhanced Death Benefit-Owner (Annuitant if non-natural Owner)   0.70%

Enhanced Death Benefit-Joint Owner (Joint Annuitant if non-natural Owner)   0.80%

Acceptance Criteria

- Rider and Benefit Fees section on Fixed Indexed Comparison Proposal does not contain a static list of rider fees.
- Rider and Benefit Fees section on Fixed Indexed Comparison Proposal contains all fees separated by rider provided in PPfA.
- Rider and Benefit Fees section on Fixed Indexed Comparison Proposal uses the ProductCode to separate each rider/benefit.
- Rider and Benefit Fees section on Fixed Indexed Comparison Proposal displays the name of the Rider/Benefit as the "Name" provided on the PPfA for the individual rider/benefit.
- Rider and Benefit Fees section on the Fixed Indexed Comparison Proposal does not display fees for any rider/benefit without a fee node.
- Rider and Benefit Fees section on the Fixed Indexed Comparison Proposal does not display riders/benefits when fee nodes are present with a zero value. (This will be a future release enhancement.)

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1.2 Comparison Proposal: Fixed Indexed-Change Names of Two items for Fixed Account section

Current:

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Product Comparison Proposal

Comparison based on search criteria of: Age 45, Alabama, Premium $100,000, Product Type Fixed Indexed, Rating Any, Non-Qualified, Carriers (1), Surrender Charge Years (16), Riders (0)

Company	FL Access Carrier	FL Access Carrier	FL Access Carrier
Company Rating	A.M. Best A++	A.M. Best A++	A.M. Best A++
Product	Opti Blend	New Directions	Retirement Plus 5
Description	Fixed Index Annuity	Fixed Index Annuity	Retirement Plus 5
Surrender Charge Schedule and Fees	8.5, 8, 7, 6, 5, 4, 3, 0	9.1, 8.19, 7.28, 6.37, 5.46, 4.55, 3.64, 2.73, 1.82, 0.91, 0	9, 8, 7, 7, 6, 0, 0, 0, 0, 0
Policy Fees	Policy Fee Administrative Fee Mortality/Expense Fee Recordkeeping Fee	Policy Fee Administrative Fee Mortality/Expense Fee Recordkeeping Fee	Policy Fee Administrative Fee Mortality/Expense Fee Recordkeeping Fee
Free Withdrawal	Year 1 Interest Years 2+ 10%	Year 1 Interest Years 2+ 10%	Year 1 10% Years 2+ 10%
Riders and Benefits	Death Benefit Yes GLIR Income Benefit No GLWB Income Benefit Yes GMWB Income Benefit No Long Term Care Yes Premium Bonus No ROP Interest Rate Option No Waiver of Surrender Charge No	Death Benefit No GLIR Income Benefit No GLWB Income Benefit Yes GMWB Income Benefit No Long Term Care Yes Premium Bonus No ROP Interest Rate Option No Waiver of Surrender Charge No	Death Benefit Yes GLIR Income Benefit No GLWB Income Benefit No GMWB Income Benefit No Long Term Care No Premium Bonus No ROP Interest Rate Option No Waiver of Surrender Charge No
Rider and Benefit Fees	Base M&E Charges Asset Based Admin Charges Rider M&E Charges Feature/Rider Benefit Charge 5.10%	Base M&E Charges Asset Based Admin Charges Rider M&E Charges Feature/Rider Benefit Charge 0.10%	Base M&E Charges Asset Based Admin Charges Rider M&E Charges Feature/Rider Benefit Charge
Fixed Account	Fixed Rate 2.50% Guaranteed Minimum Rate 0.10%	Fixed Rate 1.30%	Fixed Rate 1.70% Guaranteed Minimum Rate 1.00%
Indexed Accounts	Bloomberg US Dynamic Balance II ER Index 2 Yr PTP Cap Type 2 Year PTP Strategy Type Participation Min Index Rate 5.00% Initial Index Rate 130.00% Bloomberg US Dynamic Balance II ER Index Annual PTP Cap Type Annual PTP Strategy Type Participation Min Index Rate 5.00% Initial Index Rate 100.00% Bloomberg US Dynamic Balance Index II Cap Type Annual Min Index Rate 0.25% Initial Index Rate 6.50%	BlackRock iBLD Claria ER Index Cap Type Annual PTP Strategy Type Participation Premium Bonus Rate 1.50% Initial Index Rate 55.00% BlackRock iBLD Claria ER Index 2 Year Cap Type 2 Year PTP Strategy Type Participation Premium Bonus Rate 1.50% Initial Index Rate 75.00% BlackRock iBLD Claria Index Cap Type Annual PTP Premium Bonus Rate 1.50% Initial Index Rate 2.15% BlackRock iBLD Claria Index with Spread Cap Type Annual PTP	JPM ETF Eff 5 Point to Point Min Index Rate 2.00% Min Index Cap Rate During CDSC (Yrs 2+) 2.00% Initial Index Cap Rate 5.25% JPM ETF Eff 5 Point to Point W Margin Strategy Type Spread Min Index Rate 2.00% Min Index Cap Rate During CDSC (Yrs 2+) 2.00% Initial Index Cap Rate 2.65% MSCI EAFE Monthly Average Min Index Rate 2.00% Min Index Cap Rate During CDSC (Yrs 2+) 2.00% Initial Index Cap Rate 3.75%

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After Change:

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Product Comparison Proposal

Comparison based on search criteria of: Age 45, Alabama, Premium $100,000, Product Type Fixed Indexed, Rating Any, Non-Qualified, Carriers (1), Surrender Charge Years (16), Riders (0)
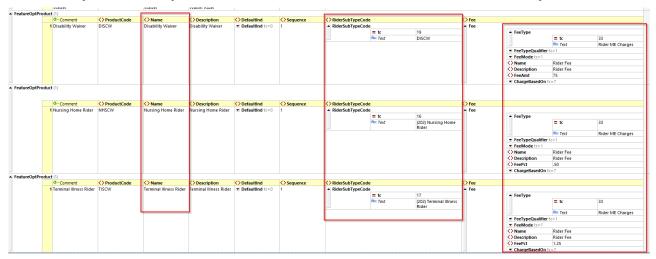
Company	FL Access Carrier		FL Access Carrier		FL Access Carrier	
Company Rating	A.M. Best A++		A.M. Best A++		A.M. Best A++	
Product	Opti Blend		New Directions		Retirement Plus 5	
Description	Fixed Index Annuity		Fixed Index Annuity		Retirement Plus 5	
Surrender Charge Schedule and Fees	8.5, 8, 7, 6, 5, 4, 3, 0		9.1, 8.19, 7.28, 6.37, 5.46, 4.55, 3.64, 2.73, 1.82, 0.91, 0		9, 8, 7, 7, 6, 0, 0, 0, 0, 0	
Policy Fees	Policy Fee Administrative Fee Mortality/Expense Fee Recordkeeping Fee		Policy Fee Administrative Fee Mortality/Expense Fee Recordkeeping Fee		Policy Fee Administrative Fee Mortality/Expense Fee Recordkeeping Fee	
Free Withdrawal	Year 1 Years 2+	Interest 10%	Year 1 Years 2+	Interest 10%	Year 1 Years 2+	10% 10%
Riders and Benefits	Death Benefit GLIR Income Benefit GLWB Income Benefit GMWB Income Benefit Long Term Care Premium Bonus ROP Interest Rate Option Waiver of Surrender Charge	Yes No Yes No Yes No No No	Death Benefit GLIR Income Benefit GLWB Income Benefit GMWB Income Benefit Long Term Care Premium Bonus ROP Interest Rate Option Waiver of Surrender Charge	No No Yes No Yes No No No	Death Benefit GLIR Income Benefit GLWB Income Benefit GMWB Income Benefit Long Term Care Premium Bonus ROP Interest Rate Option Waiver of Surrender Charge	Yes No No No No No No No
Rider and Benefit Fees	Base M&E Charges Asset Based Admin Charges Rider M&E Charges Feature/Rider Benefit Charge	 5.10%	Base M&E Charges Asset Based Admin Charges Rider M&E Charges Feature/Rider Benefit Charge	 0.10%	Base M&E Charges Asset Based Admin Charges Rider M&E Charges Feature/Rider Benefit Charge	
Fixed Rates	Fixed Rate Minimum Guaranteed Rate	2.50% 0.10%	Fixed Rate	1.30%	Fixed Rate Minimum Guaranteed Rate	1.70% 1.00%
Indexed Accounts	Bloomberg US Dynamic Balance II ER Index 2 Yr PTP Cap Type Strategy Type Min Index Rate Initial Index Rate Bloomberg US Dynamic Balance II ER Index Annual PTP Cap Type Strategy Type Min Index Rate Initial Index Rate Bloomberg US Dynamic Balance Index II Cap Type Min Index Rate Initial Index Rate	 2 Year PTP Participation 5.00% 130.00% Annual PTP Participation 5.00% 100.00% Annual 0.25% 6.50%	BlackRock iBLD Claria ER Index Cap Type Strategy Type Premium Bonus Rate Initial Index Rate BlackRock iBLD Claria ER Index 2 Year Cap Type Strategy Type Premium Bonus Rate Initial Index Rate BlackRock iBLD Claria Index Cap Type Premium Bonus Rate Initial Index Rate BlackRock iBLD Claria Index with Spread Cap Type	 Annual PTP Participation 1.50% 55.00% 2 Year PTP Participation 1.50% 75.00% Annual PTP 1.50% 2.15% Annual PTP	JPM ETF Eff 5 Point to Point Min Index Rate Min Index Cap Rate During CDSC (Yrs 2+) Initial Index Cap Rate JPM ETF Eff 5 Point to Point W Margin Strategy Type Min Index Rate Min Index Cap Rate During CDSC (Yrs 2+) Initial Index Cap Rate MSCI EAFE Monthly Average Min Index Rate Min Index Cap Rate During CDSC (Yrs 2+) Initial Index Cap Rate	 2.00% 2.00% 5.25% Spread 2.00% 2.00% 2.65% 2.00% 2.00% 3.75%

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Acceptance Criteria

- Row title for Fixed Indexed proposal comparison version is changed from "Fixed Account" to "Fixed Rates".
- "Guaranteed Minimum Rate" is changed to "Minimum Guaranteed Rate" for Fixed Indexed proposal comparison.
- MYGA and Fixed version of comparison proposal is not impacted for either change.

1.3 Comparison Proposal: MYGA and Fixed-Rider and Benefit Fee Updates

Rider and Benefit Fees would display the text entered in "Name" on the PPfA and the corresponding fees. When a fee node is not present on the PPfA, the rider/benefit will not be listed on the Rider and Benefit Fees section of the comparison proposal. Additionally, if the fee node is present and is listed as a zero value, the rider and benefit will not be displayed with the fees. We will enhance this in the future release to include zero value items listed with the zero fee when the fee node is present on the PPfA.

Example:
Disability Waiver $75
Nursing Home Rider   0.50%
Terminal Illness Rider 1.25%

Acceptance Criteria

- Rider and Benefit Fees section on MYGA/Fixed Comparison Proposal does not contain a static list of rider fees.
- Rider and Benefit Fees section on MYGA/Fixed Comparison Proposal contains all fees separated by rider provided in PPfA.
- Rider and Benefit Fees section on MYGA/Fixed Comparison Proposal uses the ProductCode to separate each rider/benefit.
- Rider and Benefit Fees section on MYGA/Fixed Comparison Proposal displays the name of the Rider/Benefit as the "Name" provided on the PPfA for the individual rider/benefit.
- Rider and Benefit Fees section on the MYGA/Fixed Comparison Proposal does not display fees for any rider/benefit without a fee node.
- Rider and Benefit Fees section on the Fixed Indexed Comparison Proposal does not display riders/benefits when fee nodes are present with a zero value. (This will be a future release enhancement.)

1.4   Comparison Proposal: Fixed Indexed-Rider and Benefit Updates

Death Benefit Enhanced   Rider Type Code 206   OLI_RIDERSUBTYPE_GROWTHDB 3

Death Benefit Return of Account Value   Rider Type Code 206   OLI_RIDERSUBTYPE_ROVDB 6

Death Benefit Return of Premium   Rider Type Code 206   OLI_RIDERSUBTYPE_ROPDB 5

Death Benefit Standard   Rider Type Code 206   OLI_RIDERSUBTYPE_STDDB 28

Death Benefit Stepped Up   Rider Type Code 206   OLI_RIDERSUBTYPE_STEPUPDB 4

GLIR Income Benefit   Rider Type Code 204

GLWB Income Benefit   Rider Type Code 215

GMWB Income Benefit   Rider Type Code 336

Long Term Care   Rider Type Code 213   OLI_RIDERSUBTYPE_LTCHEALTH
21

Premium Bonus   Rider Type Code 212

Return of Premium   Rider Type Code 217   OLI_RIDERSUBTYPE_ROPGUAR 39

Waiver Disability Rider   Rider Type Code 202   OLI_RIDERSUBTYPE_DISCW 19

Waiver Nursing Home Rider   Rider Type Code 202   OLI_RIDERSUBTYPE_NHSCW 16

Waiver Surrender Charge   Rider Type Code 202

Waiver Terminal Illness Rider   Rider Type Code 202   OLI_RIDERSUBTYPE_TISCW 17

Current:

Riders and Benefits	Death Benefit	Yes
	GLIR Income Benefit	No
	GLWB Income Benefit	Yes
	GMWB Income Benefit	No
	Long Term Care	No
	Premium Bonus	No
	ROP Interest Rate Option	No
	Waiver of Surrender Charge	No

After enhancement:

Riders and Benefits	Death Benefit Enhanced	Yes
	Death Benefit Return of Account Value	No
	Death Benefit Return of Premium	Yes
	Death Benefit Standard	Yes
	Death Benefit Stepped Up	No
	Income Benefit GLIR	No
	Income Benefit GLWB	Yes
	Income Benefit GMWB	Yes
	Long Term Care	Yes
	Premium Bonus	Yes
	Return of Premium	Yes
	Waiver Disability	Yes
	Waiver Nursing Home	No
	Waiver Surrender Charge	Yes
	Waiver Terminal Illness	Yes

Acceptance Criteria

- Comparison Proposal for Fixed Indexed includes expanded list of Riders and Benefits.
- Expanded Riders and Benefits list includes the static rider names provided, in the correct order.
- Rider Type and Rider Sub Types properly map the riders to the list with a corresponding "Yes" or "No", depending on the rider data in the PPfA file.

1.5 Comparison Proposal: MYGA and Fixed-Rider and Benefit Updates

Death Benefit Enhanced	Rider Type Code 206	OLI_RIDERSUBTYPE_GROWTHDB 3
Death Benefit Return of Account	Rider Type Code 206	OLI_RIDERSUBTYPE_ROVDB 6
Death Benefit Return of Premium	Rider Type Code 206	OLI_RIDERSUBTYPE_ROPDB 5
Death Benefit Standard	Rider Type Code 206	OLI_RIDERSUBTYPE_STDDB 28
Death Benefit Stepped Up	Rider Type Code 206	OLI_RIDERSUBTYPE_STEPUPDB 4
GLIR Income Benefit	Rider Type Code 204	
GLWB Income Benefit	Rider Type Code 215	
GMWB Income Benefit	Rider Type Code 336	
Long Term Care 21	Rider Type Code 213	OLI_RIDERSUBTYPE_LTCHEALTH
Premium Bonus	Rider Type Code 212	
Return of Premium	Rider Type Code 217	OLI_RIDERSUBTYPE_ROPGUAR 39
Waiver - Disability Rider	Rider Type Code 202	OLI_RIDERSUBTYPE_DISCW 19
Waiver - Nursing Home Rider	Rider Type Code 202	OLI_RIDERSUBTYPE_NHSCW 16
Waiver - Surrender Charge	Rider Type Code 202	
Waiver - Terminal Illness Rider		

Current:

Riders and Benefits	Death Benefit	Yes
	GLIR Income Benefit	No
	GLWB Income Benefit	Yes
	GMWB Income Benefit	No
	Long Term Care	No
	Premium Bonus	No
	ROP Interest Rate Option	No
	Waiver of Surrender Charge	No

After enhancement:

Riders and Benefits	Death Benefit Enhanced	Yes
	Death Benefit Return of Account Value	No
	Death Benefit Return of Premium	Yes
	Death Benefit Standard	Yes
	Death Benefit Stepped Up	No
	Income Benefit GLIR	No
	Income Benefit GLWB	Yes
	Income Benefit GMWB	Yes
	Long Term Care	Yes
	Premium Bonus	Yes
	Return of Premium	Yes
	Waiver Disability	Yes
	Waiver Nursing Home	No
	Waiver Surrender Charge	Yes
	Waiver Terminal Illness	Yes

Acceptance Criteria

- Comparison Proposal for Fixed/MYGA includes expanded list of Riders and Benefits.
- Expanded Riders and Benefits list includes the static rider names provided, in the correct order.
- Rider Type and Rider Sub Types properly map the riders to the list with a corresponding "Yes" or "No", depending on the rider data in the PPfA file.

2   Quote Page

2.1   Change IT organization to show all quotes loaded.

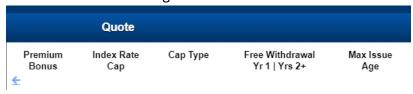Change the IT org to always show all organizations products loaded in the product repository.

Acceptance Criteria

- When you log into IT and run a quote you will see IT, FL Access Carrier, Peak Insurance, and Allianz, everywhere a quote in loaded in QE Next to date.

2.2   Quote Page: Relabel Cap Type to Interest Credit Method

Please relabel Cap Type, change to Interest Credit Method
Quote Page -
Current before the change:

After the change:

Comparison PDF -

After the change:

Acceptance Criteria

- Cap Type label changed to Interest Credit Method.
- Column header appears on two lines.
- Comparison output label changed from Cap Type to Interest Credit Method
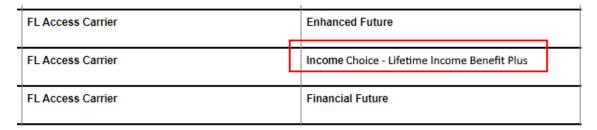

2.3   Quote Page: Display multiple product quotes based on riders

The rates for a product may vary by rider. If this applies, there will be more than one row in the rate file by product Cusip ID, which will be added as multiple product records in the repository. To distinguish the rider, there will be Rider Name and Rider Product Code fields in the repository.

If the Rider Product Code exists in the repository for a product repository record, add a new Quote row to the Quote page. For example, if there are two riders that have different rates than the base product, there will be three quotes on the Quote page, one for the base product and two for the riders.

Display the Product Name on the Quote page as the Product Name concatenated with the Rider Name from the repository, separated by a hyphen. For example, if the product name is Income Choice and the rider name is Lifetime Income Benefit Plus, then the product name will appear as Income Choice - Lifetime Income Benefit Plus.

FL Access Carrier	Enhanced Future
FL Access Carrier	Income Choice - Lifetime Income Benefit Plus
FL Access Carrier	Financial Future

Acceptance Criteria
- Verify there are multiple product quotes on the quote page when there are one or more riders with the same Cusip ID as the base product.
- Verify only the base product quote appears if there are no rider records in the repository.
- Verify the PPfA related data appears in the records created for the riders. Verify by uploading the PPfA first then rates and also by uploading the rates first then the PPfA.

2.4   Quote Page: Fixed/MYGA Display multiple product quotes based on Interest Guaranteed Years

The rates for a product may vary by Interest Guaranteed Years within the same product CUSIP ID. If this applies, there will be more than one row in the rate file by product CUSIP ID, which will be added as multiple product records in the repository. To distinguish the Interest Guaranteed Years, there will be multiple Interest Guaranteed Years stored in the repository.

If multiple Interest Guaranteed Years exists in the repository for a product repository record, add a new Quote row to the Quote page. For example, if there are rates for Interest Guaranteed Years of 3, 5, and 7 for the same product CUSIP, there will be three quotes on the Quote page, one for each different Interest Guaranteed Year.

Display the Product Name on the Quote page as the Product Name concatenated with the Interest Guaranteed Years from the repository. For example, if the product name is Secure Annuity with 3 different Interest Guaranteed Years, then the product name would appear as Secure Annuity 3 Years, Secure Annuity 5 Years and Secure Annuity 7 Years.

Example:

Acceptance Criteria

- Multiple product quotes display on the quote page when there are one or more Interest Guaranteed Years for a Fixed product with the same CUSIP ID as the base product.
- Multiple product quotes display on the quote page when there are one or more Interest Guaranteed Years for a MYGA product with the same CUSIP ID as the base product.
- Verify only the base product quote appears if there is only one Interest Guaranteed Year in the repository for a Fixed product.
- Verify only the base product quote appears if there is only one Interest Guaranteed Year in the repository for a MYGA product.

2.5   Quote Page: Fixed/MYGA Display multiple product quotes based on Interest Guaranteed Years and Riders

The rates varying by a combination of interest guaranteed years and riders could further create multiple products for the same CUSIP. For example, if the product name is Secure Annuity with 3 different Interest Guaranteed Years and 1 rider variation, there would be six quotes on the Quote page, one for each different Interest Guaranteed Year and including rider variation.

Display the Product Name on the Quote page as the Product Name concatenated with the Interest Guaranteed Years and Rider Name from the repository, separating the Rider Name from the product and Interest Guaranteed Years using hyphens.

Example:
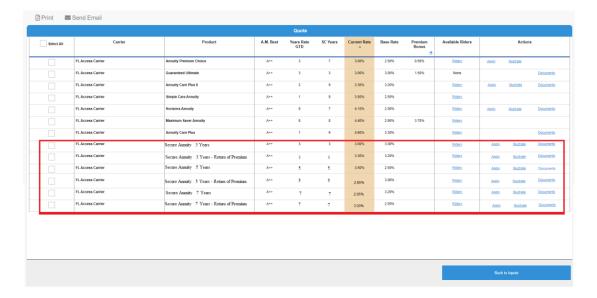Secure Annuity 3 Years
Secure Annuity 3 Years - Return of Premium
Secure Annuity 5 Years
Secure Annuity 5 Years - Return of Premium
Secure Annuity 7 Years
Secure Annuity 7 Years - Return of Premium

	Carrier	Product	A.M. Best	Years Rate GTD	SC Years	Current Rate	Base Rate	Premium Bonus	Available Riders	Actions		
☐	FL Access Carrier	Annuity Premium Choice	A++	3	7	3.00%	2.50%	0.50%	Riders	Apply	Illustrate	
☐	FL Access Carrier	Guaranteed Ultimate	A++	3	3	3.00%	3.00%	1.50%	None			Documents
☐	FL Access Carrier	Annuity Care Plus II	A++	2	9	3.30%	3.20%		Riders	Apply	Illustrate	Documents
☐	FL Access Carrier	Simple Care Annuity	A++	1	9	3.50%	2.50%		Riders			
☐	FL Access Carrier	Horizons Annuity	A++	9	7	4.10%	2.00%		Riders	Apply	Illustrate	Documents
☐	FL Access Carrier	Maximum Saver Annuity	A++	8	8	4.40%	2.90%	3.70%	Riders			
☐	FL Access Carrier	Annuity Care Plus	A++	1	9	4.60%	3.30%		Riders			Documents
☐	FL Access Carrier	Secure Annuity 3 Years	A++	3	3	3.00%	3.00%		Riders	Apply	Illustrate	Documents
☐	FL Access Carrier	Secure Annuity 3 Years – Return of Premium	A++	3	3	3.30%	3.20%		Riders	Apply	Illustrate	Documents
☐	FL Access Carrier	Secure Annuity 5 Years	A++	5	5	3.50%	2.50%		Riders	Apply	Illustrate	Documents
☐	FL Access Carrier	Secure Annuity 5 Years – Return of Premium	A++	5	5	2.85%	3.00%		Riders	Apply	Illustrate	Documents
☐	FL Access Carrier	Secure Annuity 7 Years	A++	7	7	2.95%	3.20%		Riders	Apply	Illustrate	Documents
☐	FL Access Carrier	Secure Annuity 7 Years – Return of Premium	A++	7	7	3.00%	2.50%		Riders	Apply	Illustrate	Documents

Acceptance Criteria

- Multiple product quotes display on the quote page when there are one or more Interest Guaranteed Years for a Fixed product, and an additional version created for each rider rate variation with the same CUSIP ID as the base product.
- Multiple product quotes display on the quote page when there are one or more Interest Guaranteed Years for a MYGA product, and an additional version created for each rider rate variation with the same CUSIP ID as the base product.