A low-angle photograph of a modern glass skyscraper with a grid of windows reflecting the sky. The image is partially obscured by a large, dark, geometric shape that frames the text. A yellow vertical bar is visible on the far left edge.

# How Yellowbrick can improve **Pacific Life's** analytics by 10X while saving 50%

# See how Yellowbrick's lightning-fast hybrid cloud data warehouse crushes the price/performance of cloud-only environments like Snowflake



Caroline Rossberger  
Sales Development  
Representative

Yellowbrick features the best price/performance in the space, featuring MPP and hybrid cloud with easy migration from Snowflake. Yellowbrick is 10X faster and half the cost of snowflake.

Snowflake's unpredictable pricing forces enterprises to choose between cost and usage while Yellowbrick's pricing allows customers to feel comfortable running queries. Yellowbrick is also extremely flexible allowing customers to move some workloads to the cloud while heavier workloads remain on-prem. Lastly, Yellowbrick offers more than 300% ROI when augmenting Hadoop.

If you're even considering alternatives to your current platforms, I would love to show you how Yellowbrick can beat Snowflake. Performance, massive cost savings and high ROI are the primary reasons companies are choosing Yellowbrick over Snowflake.

I welcome the opportunity to help you achieve your data analytics goals!

Caroline Rossberger  
Sales Development Representative

A recent economic validation study from Enterprise Strategy Group (ESG) gave these 3 takeaways:

Yellowbrick provides **lower expected three-year total cost** of ownership by up to 75% when compared with alternative on-premises enterprise data warehouse solutions (Teradata, Exadata and Hana).

Yellowbrick **saves customers 33-81%** compared to cloud-only data warehouse solutions (Snowflake).

Yellowbrick provides a **78% to 333% return on investment** by providing additional analytics capabilities to Hadoop environments.



**70-75% Savings**  
(versus legacy on-premises EDW)



**33-81% Savings**  
(versus cloud-based EDW)



**78-331% ROI**  
(expanding Hadoop capability)

## Overview

This major insurance company, with more than \$90 billion in annual premiums, has numerous use cases for fast, reliable data processing and analytics, including:

- Compliance with IFRS 17, one of the most significant challenges to insurance accounting in more than 20 years.
- Processing billions of insurance policies to assign the costs incurred for each policy across different areas.
- Insurance underwriting, for which 200+ users interactive analyze huge amounts of historical data.
- Claim ratio calculation (the ratio of the net claim settled by the insurer to the net premiums collected), which relies on complicated algorithms.

## Existing architecture failing the business

The company's patchwork of legacy data warehouses were too slow, inflexible, unreliable, expensive to support these use cases, slowing the pace of business and limiting the amount of accessible data:

- Policy expenses could only be subdivided four ways, and multiple days were required to process the entire portfolio.
- Insurance underwriting was too slow due to latency when running ad hoc queries, with only a subset of data available for analysis.
- The solution lacked the performance and scalability needed to meet IFRS 17 compliance requirements.
- Claims ratio calculation took two full days to complete for the full portfolio.

## Modernizing for price/performance at scale with Yellowbrick

After extensive testing and evaluation, the company selected Yellowbrick over Greenplum and others for its data warehouse transformation project -- with queries running 400X faster on Yellowbrick. During testing, Yellowbrick proved out its ability to help process and analyze billions of rows of data (including numerous complex table associations), providing price/performance at scale, data consistency, and 24/7 availability.

## Key insights



### 400X faster

query speed  
improved by 400X at  
a fraction of the cost



### 200+ users

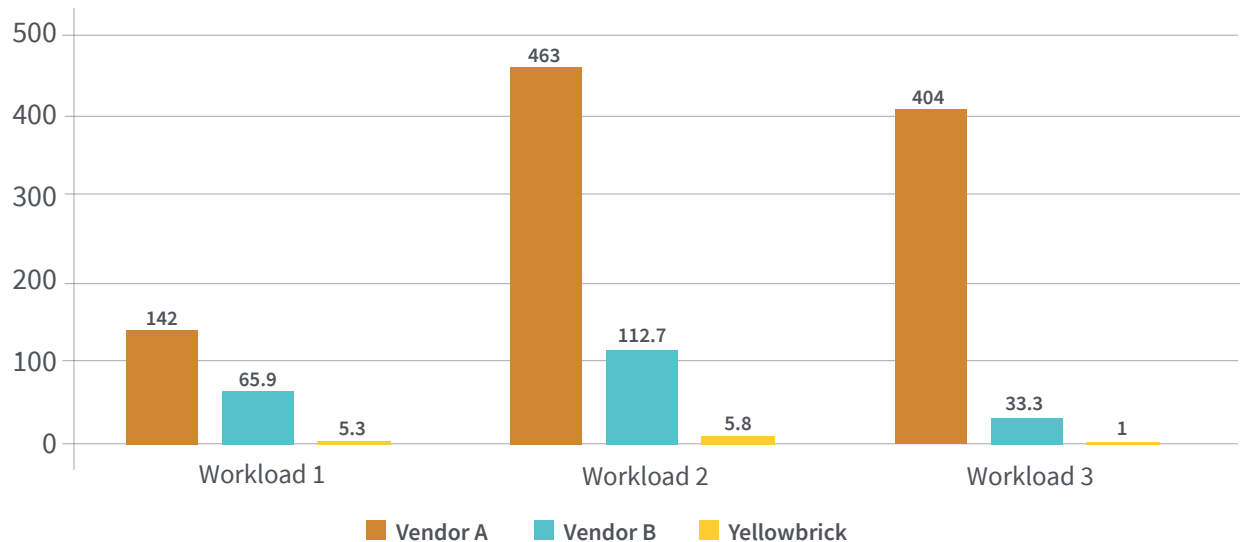
Ad hoc queries  
run by 200+  
concurrent users



### 2 hours

time to calculate  
claim ratios reduced  
to 2 hours for billions  
of policies

Performance testing results: Yellowbrick versus competitors (in seconds)



#### Results include:

**Hundreds of underwriters can create policies more quickly and accurately for customers,** contributing to a reduction in average turnaround time from 3.8 days to 10 minutes

**Capabilities now in place for compliance with IFRS 17,** with the company being the first in its country to meet that milestone

**Policy expense processing now completes in 2 hours (versus several days),** with costs subdivided into hundreds of different areas to drastically improve management accounting decisions

**Claim ratio processing completes in 2 hours (versus 2 days),** while other processes are running concurrently without performance impact

Talk to one of our experts today to find out how Yellowbrick can help you.

Contact us for more information about Yellowbrick Data and the ground-breaking Yellowbrick Data Warehouse.

Learn more at [yellowbrick.com](https://yellowbrick.com).

**Industry**  
Insurance

**Business use cases**  
Financial Reporting/  
Compliance, Underwriting,  
Claims Ratio Calculation

**Technical use case**  
Enterprise Data Warehouse