

**Offer**

Insurtech Italy 29.03.2021

**PITCHING & CONFERENCE  
NATIONAL ASSOCIATION**

Please register  
until 15.03.2021



**Sector**

Insurtech  
Cybersecurity  
IT

**S-GE Contact**

Beat Kuster  
[BKuster@s-ge.com](mailto:BKuster@s-ge.com)  
+41 44 365 54 45

Switzerland Global Enterprise  
Stampfenbachstrasse 85 8006 Zurich  
[www.s-ge.com](http://www.s-ge.com)

**Target Country** ITALY

**Offered Service(s)**

Event Support abroad

# 1. Current Situation and Objective

The Swiss Business Hub monitors best practices in the Fintech sector between Italian and Swiss companies and associations since 4 years with the clear objective to foster interaction and opportunities for Swiss companies. A yearly event Swiss Fintech Day Italy is held alternatively in Rome and Milan, where stakeholders share a common ground for further discussion. In 2020 the event was held digitally on more platforms.

In 2021 to sectorial **Focus goes to Insurtech**; The Swiss Business Hub in collaboration with the [Italian Insurtech Association](#) launches this year for the first time an online gathering fully dedicated to INSURTECH dedicated to the developments in both markets, Italy and Switzerland. At the same time, [the Swiss Fintech Day in November 2021](#) will be dedicated to Insurtech.

## Event Partners



DIGITAL INSURANCE ASSOCIATION SWITZERLAND (DIAS)

- The Italian association has over 160 associated companies
- Major innovations Hubs such as Vittoria Hub and Reale Mutua Hub are members
- Major stakeholders for sectorial reports, networking, white papers and event organization

## Opportunities

- Building up your Network in the Market
- Sales Presentation / Pitch of your product and services
- Understanding of Italian Market dynamics
- Leads with Experts, sectorial newspaper and opinion-leaders
- Partner Search

## Format

[Online Conference 29<sup>th</sup> March 2021 / 10.00-11.15 with Sales Pitches \(Platform: Cisco Webex\)](#)

**29 March / 10:00-11:15**

**Italia - Svizzera: due leadership nell'Insurtech - Evento promosso da Italian Insurtech Association & Swiss Business Hub Italy**

The format is dedicated to an exchange of Swiss- and Italian Stakeholders of the sector.

Moderation: Flavio Cristiano SWISS RE

Agenda: Italian Insurtech Association: President, Simone Ranucci Brandimarte  
Swiss Business Hub Italia: Stefan Zwicky  
Verband Digitalversicherung Schweiz Pierangelo Campopiano  
Vittoria Hub o Reale Mutua  
Digital Magics  
**Company Presentations**

## Marketing of Format

- Italian Insurtech Associations: own channels incl. Social-Media, Homepage, Newsletter Members
- [Insurzine \(sectorial magazine\)](#)
- Newsletter digital publications [Economy Up and Insurance Up](#)
- Swiss Business Hub Italy, own channels incl. Social Media/Linkedin

## Objectives

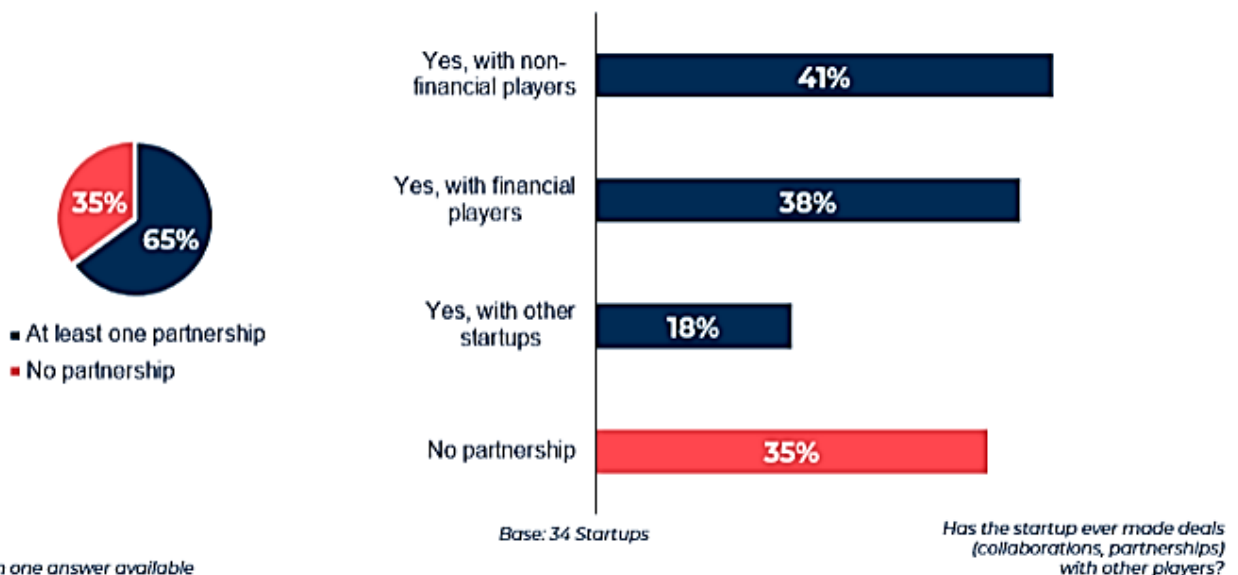
- Lead generation between Italian- and Swiss Stakeholders
- **Showcasing Swiss companies of the sector Insurtech/Cybersecurity**
- Visibility and Awareness for Switzerland as a global reference platform
- Assistance through local personnel of Swiss Business Hub Italy
- Insights in the Italian Ecosystem of the sector

**The Italian partner IIA** was only founded in Jan. 2020 prompted by the growing interest in Insurtech as one of the strongest sectors within Fintech. It unites insurances, reinsurances, brokers and any other stakeholder in the field. Associated companies enjoy support and common planning through a large proposal of marketing and PR activities. It is an **ideal entry-door** for Swiss companies to the Italian Market.

The Association aims to promote growth of the Insurtech ecosystem through technological innovation and the development of a digital offer in insurance. It proposes events, accelerator programs, technological education, sharing of best practices bridging big players in insurance with smaller innovative companies in a common space.

## Italian Insurtech startups partnerships

Osservatorio Fintech & Insurtech  
17.09.20 #OsservatorioFintech



More than one answer available



## 2. Offered Service(s)

The Swiss Business Hub will offer confirmed companies information and support to manage the webinar correctly. Furthermore it will help facilitate interaction between Swiss and Italian companies before and after the event. The SBH is open to any other form of support for Swiss companies interested in the field. We will gladly discuss your ideas and suggestions and propose an adequate action plan to help reach your goals.

### EVENT SUPPORT ABROAD

**29.03.2021 / Italy (digital)**

**Italia-Svizzera: due leadership nell'insurtech**

**Company Presentation / Sales Pitch of max. 9 minutes**

### Package

- Slot of 9 minutes during the conference for Sales Presentation / Company Pitch
- Promotion through official Agenda point
- Follow-up support through Swiss Business Hub ie. earned media contacts / Sectorial Newspaper
- Liaising with Italian Insurtech Association

---

Event Participation (online)	Fixed Amount	1	350.00
1 Slot Sales Presentation / Company Pitch			

---

## 3. Team

### SWITZERLAND GLOBAL ENTERPRISE

As a non-profit organization granted a mandate by the Swiss Confederation (State Secretariat for Economic Affairs, SECO), we accompany your entry into new export markets and connect you with suitable business partners. Every year, our consultants implement around 800 customer projects and hold more than 2,000 consultation sessions. Our 27 locations (Swiss Business Hubs and Trade Points) around the world are located in Swiss Embassies or Swiss Consulates-General and, due to their official status, have an excellent network of contacts in the target market.

### YOUR TEAM



Beat Kuster  
Switzerland Global Enterprise  
[BKuster@s-ge.com](mailto:BKuster@s-ge.com)  
+41 44 365 54 45



Stefan Zwicky  
Swiss Business Hub Italy  
c/o Consulate general of Switzerland  
[stefan.zwicky@eda.admin.ch](mailto:stefan.zwicky@eda.admin.ch)  
+41 58 480 07 05

Mariano Spagnoli  
Swiss Business Hub Italy  
c/o Consulate General of Switzerland, Milan  
[mariano.spagnoli@eda.admin.ch](mailto:mariano.spagnoli@eda.admin.ch)  
+39 02 777 91644

Renens (F-CH): Switzerland Global Enterprise  
Benedikt Schwartz [bschwartz@s-ge.com](mailto:bschwartz@s-ge.com)  
Phone: +41 21 545 94 91

Lugano (I-CH): Switzerland Global Enterprise  
Monica Zurfluh [mzurfluh@s-ge.com](mailto:mzurfluh@s-ge.com)  
Phone: +41 91 601 86 85

## 4. Order

<b>SERVICE(S)</b> (Please mark relevant boxes)	<b>BASIS</b>	<b>QTY</b>	<b>PRICE CHF</b> (excl. VAT)
<input type="checkbox"/> Event Participantion (online) 1 Slot Sales Presentation / Company Pitch Services according paragraph 3)	Fixed Amount	1	350.00
<b>Total Services</b>			<b>350.00</b>

- I/we accept the Terms and Conditions under Attachment I (mandatory field).
- My/our billing address differs from the address shown on the front page and is as follows:

\_\_\_\_\_

- Please refer to the following internal reference number:

\_\_\_\_\_

We gladly accept this offer from Switzerland Global Enterprise.

**Place / Date**

**Signature**

\_\_\_\_\_

Signature

First name, Last name

Position

Please return the signed order by email to [BKuster@s-ge.com](mailto:BKuster@s-ge.com) or [exporthelp@s-ge.com](mailto:exporthelp@s-ge.com).  
Alternatively by mail to: Switzerland Global Enterprise, Stampfenbachstrasse 85, 8006 Zurich, Switzerland.

# Attachment I: Terms and Conditions

## PAYMENT TERMS

<b>Payment</b>	100 % down payment due upon receipt of order confirmation
<b>Cancellation</b>	by client: 100% payment of the booking after final confirmation from S-GE In case of less participants S-GE is taking the right to cancel the event and pay back the payed amount.
<b>Delivery</b>	You will be notified of the delivery date for your project when we receive your order confirmation. This date will depend on local factors and any external suppliers involved. The delivery period does not begin until we have received the down payment.
<b>Validity</b>	<b>10.03.2021</b>
<b>Expenses</b>	If the client commissions S-GE to perform a service which entails expenses (such as for hotels, transportation, restaurants, etc.) and S-GE finances these in advance, these costs will be billed to the client along with a 2% administration surcharge. Expenses are not eligible for discounts.
<b>Exchange rate</b>	Exchange rate: In the case of foreign currencies, the exchange rate can be reviewed at the settlement date and adjusted to the related services from a difference of +/- 2% of the eligible costs in the final invoice. The exact daily exchange rate at the settlement date is decisive for invoicing.
<b>Work exceeding scope</b>	Should work exceed the framework set out in this offer, Switzerland Global Enterprise will ask for the written agreement of the ordering party before proceeding.

## CONFIDENTIALITY

Switzerland Global Enterprise guarantees that it will handle all documents and information received from its clients for the purposes of executing its project in strict confidence.

## GENERAL TERMS AND CONDITIONS

By signing the order attached to this offer, the undersigned company confirms that it commissions Switzerland Global Enterprise subject to the terms set out in this offer. The undersigned company confirms that it has read and accepted the General Terms and Conditions of Switzerland Global Enterprise, which are published and can be viewed at [www.s-ge.com/terms](http://www.s-ge.com/terms). The undersigned company acknowledges that the aforementioned General Terms and Conditions are an integral part of this project.

## DISCLAIMER

Switzerland Global Enterprise performs this project using sound procedures and in cooperation with certified partners. We guarantee the suitability of the methodological procedure and professional implementation together with the participating internal and external bodies. No guarantee is provided for the effective success of the project. This depends on a variety of factors and circumstances that cannot be influenced or shaped by Switzerland Global Enterprise (market resonance, market yield, attractiveness of the offer, negotiating interest, etc.). Example: It cannot be guaranteed that a suitable business partner will be successfully identified or a business partnership successfully concluded as part of a given project. All market information is based on sources that are reviewed by Switzerland Global Enterprise and its partners and evaluated and interpreted in good faith as sufficiently reliable and meaningful. Switzerland Global Enterprise and its partners may not be held liable for any data that may be incomplete, inaccurate, or out of date, including information obtained from websites or other sources over which Switzerland Global Enterprise or its network partners have no control. Information has no legal or juridical character unless expressly designated as legally/juridical binding.