![Sunlight Solutions logo]

The CEO's Journey to Real-Time Intelligence

ANTONIO LIZANO
DIRECTOR, LATAM
SUNLIGHT SOLUTIONS

Antonio Lizano, a seasoned leader with over 20 years of experience in global marketing, product management, and SaaS strategy, leads Sunlight Solutions' strategic initiatives across Latin America. He drives growth through partnerships with insurers and MGAs while tailoring the platform to regional needs and expanding Sunlight's presence throughout the LATAM market

Connect with Antonio on LinkedIn.

In today's insurance landscape, CEOs are navigating an environment where risks, market conditions, and customer behaviors are shifting at real-time speed, making dependence on delayed reports and legacy workflows increasingly untenable. Leadership teams are operating under growing pressure as manual processes and data silos limit visibility across claims, underwriting, finance, and strategic decision-making.

The CEO's Journey to Real-Time Intelligence

Remember the 1980s?

Big hair, rotary phones, fax machines… and mountains of dot-matrix printouts.

In the insurance world, those weren't just artifacts—they were infrastructure. CEOs made million-dollar decisions hunched over stacks of Excel reports printed on thick paper, already days or weeks outdated. By the time data made it to the boardroom, the market had moved on.

Then came the 90s.

Digital transformation began—modestly. Fax gave way to email. Floppy disks became intranets. Core systems evolved, but so did the complexity. Information bottlenecks became institutionalized. If you needed insight across claims, underwriting, or finance? Good luck.

And then, the world got faster.

2026: Flying Blind is no Longer an Option

Fast-forward to today. CEOs face an insurance environment that moves at algorithmic speed:

- **Climate risk** shifts pricing by the hour.
- **Cyberattacks** unfold in real time.
- **Reinsurance markets** swing with global volatility.
- **Customer behavior** changes at the speed of TikTok.

And yet—many leadership teams still rely on *manual reporting*, *delayed analysis*, or *legacy workflows* to steer the ship. What once felt "safe" now feels reckless.

Real-Time: Not a Feature. A Lifeline.

Modern CEOs don't want more data—they want better intelligence.

They want dashboards that *breathe*. AI that *thinks*. Systems that *predict and propose*, not just display.

Because making decisions with outdated data today is like flying a plane with yesterday's radar.

Let's look at what CEOs really want from a next-generation core platform:

What CEOs Want in a Core System for Insurance

Need	Why It Matters	How the Best Platforms Deliver
Real-Time Insights	Decisions must reflect now—not last week	Executive dashboards with live KPIs, exposure, and performance
Anomaly Detection	Early warnings prevent crisis	AI flags outliers in claims, fraud, or policy shifts
Strategic Suggestions	Action beats analysis	Agentic AI recommends actions, not just flags problems
Built-In Compliance (e.g., NIIF 17)	No one wants surprises during audits	Real-time audit trails, contract grouping, and cash flow visibility
Scalability	Growth without replatforming	Add products, currencies, or geographies on demand
Unified Visibility	Silos kill speed	Everyone sees the same data—claims, finance, underwriting, execs
Cost Efficiency	Growth shouldn't inflate headcount	Automation cuts manual labor, AI reduces decision lag
Flexible Pricing Models	CFOs demand predictability	SaaS, hybrid, or usage-based—all on the table
Open Ecosystem	No core works alone	API-first for reinsurers, banks, fintechs, or partners
Future-Proofing	Embedded and parametric products are the new normal	Launch new coverages with data triggers and rapid test cycles

The Rise of Agentic AI in the C-Suite

Let's go beyond dashboards.

Agentic AI isn't just about data—it's about decisions. These AI agents learn, predict, and guide leadership. Imagine a morning briefing where the system doesn't just tell you what happened—but why it happened and what to do next.

- Underwriters see pricing shifts before they impact loss ratios.
- Claims teams are alerted as patterns emerge—not 10 days later.
- CFOs track NIIF 17 exposure live, not in quarter-end chaos.
- CEOs visualize risk and strategy in one screen.

It's not about removing people—it's about amplifying their foresight.

Where This Future Starts

Not in a binder. Not in a five-year plan. It starts with a sandbox—a test environment where your team configures real products, tracks live data, tests triggers, and sees the future unfold before signing long-term. That's where the real transformation begins.

The Sunlight Moment

This is where the name finally shines through. Sunlight Solutions was built for this very moment—where traditional insurance thinking ends, and real-time, cognitive decision-making begins. It's not just another core. It's a launchpad for modern insurers and future-ready CEOs.

With:
- Real-time dashboards tailored to your KPIs
- Agentic AI suggesting next best actions
- Native NIIF 17 compliances
- Support for embedded and parametric insurance
- Multi-region, multi-currency, multi-regulation flexibility
- A 90-day sandbox to simulate before you commit

Final Boarding Call: Lead or Lag

In 2026, insurance leadership will no longer be about who prints the best reports. It will be about who acts fastest. Who anticipates risk. Who adapts in real time.
Sunlight Solutions invites you to test-drive this future.
Because the question isn't "Do you need it?"
It's "How long can you lead without it?"

Let's lead. Not follow.