

# How Does Cutting-Edge Technology Help an Insurance Company Measure Risk and Achieve Profitable Growth?

Since its inception in 2004, Alltrust Insurance has been committed to introducing new products and delivering reliable services to its customers. By prioritizing its customers' needs and focusing on risk mitigation and quality development, the company has set itself apart as a first-class modern insurance enterprise.

To achieve exemplary development and profitable growth, Alltrust Insurance needed to incorporate a software platform that would enable it to proactively keep on top of market trends and accurately measure risks while building a standardized system to improve productivity and process efficiency across the entire organization. Alltrust Insurance implemented SAP S/4HANA®, which has been instrumental in enabling the company to build a financial management platform with optimum functionality, covering a broad range of core modules from financial accounting to profitability analysis to tax administration.





“To stay ahead of industry trends and changes in the market, we transformed our business operations. Cutting-edge technology enables us to **minimize risk for our customers, giving us a competitive edge.**”

Guojun Kang, Executive Vice President, Alltrust Insurance Co. Ltd.

Award-winning Chinese insurance company Alltrust continues to grow by staying ahead of the innovative curve. It deployed SAP S/4HANA® to optimize business processes, improve performance, and simplify complexity. As a result, it is increasing profits and exceeding customer expectations.



>US\$3 billion

Accumulative indemnities paid over a decade



>350

Branches nationwide



Top 10

Value-growing property insurance companies in China



# Optimizing Processes and Reducing Complexity with **SAP S/4HANA®**



**Alltrust Insurance Co. Ltd.**  
Shanghai, China  
[www.alltrust.com.cn](http://www.alltrust.com.cn) (Chinese)

**Industry**  
Insurance

## Products and Services

Enterprise property insurance, family property insurance, engineering insurance, liability insurance, insurance on hull, vehicle insurance, cargo transportation insurance, and accident insurance

**Employees**  
>6,000

**SAP® Solutions**  
SAP S/4HANA®

One of China's leading property insurance companies, Alltrust Insurance worked with software provider Intrust to embrace innovative in-memory computing technology and enhance business processes by deploying SAP S/4HANA. Now, real-time analysis of business operations is helping to increase growth and keep customers satisfied.

## Before: Challenges and Opportunities

- Establish a reliable, standardized operations system
- Improve efficiency and productivity company-wide
- Enhance customer services and exceed customers' needs
- Provide in-depth analysis with Big Data
- Identify and expand high-quality customer resources

## Why SAP and Intrust

- Offers expert knowledge of SAP® business software and rich experience in the insurance industry
- Provides world-class enterprise management software that is sophisticated, stable, and reliable
- Simplifies and unifies the application architecture
- Enables real-time analysis of business operations with in-memory computing technology

## After: Value-Driven Results

- Accelerated business processing, accounting querying, and analysis reporting
- Increased profit growth
- Improved system performance
- Simplified complex data structures to enable faster accounting processing and more flexible assets
- Enabled real-time reporting

**“Deploying SAP S/4HANA has given us the technological transformation we needed by improving system performance, **providing unrivalled effectiveness**, and enabling us to embrace revolutionary in-memory computing software.”**

Zhihua Zuo, Vice General Manager of Finance, Alltrust Insurance Co. Ltd.

Featured Partner

**INTRUST**  
创信卓远

## 0.35 TB

Refined database size, reduced from 1.7 TB

## 3x–10x

Faster system response rate for operations and reporting queries



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