



# News December 2016

Insurances Switzerland + Insurances International + Insurances Swiss People Abroad

## Our News for you:

- Reorientation of business portfolio
- New products
- News from us – Order of succession

## Our Business Portfolio

In a globalized world of business with employees all around the world, the combination of national and international insurance business is one of our core competences. A year ago, we integrated the Swiss business into **Strategic Alliances Ltd.** to portray this mixture within our business model.

This year, we were also able to further administratively professionalize it by implementing one of the leading broker software, which takes into account all our business areas. This integration is demonstrated, for example, in our solutions for the Swiss market, which are placed with foreign insurance companies, but are subject to Swiss insurance contract law.

## New – Product Segment National

In 2016, solutions for Swiss retail customers have become even more interesting! With the All-Risk household insurance, buildings, private liability insurance, household items, holiday property and valuables combined in one insurance contract. This grants a much better overview for you, with the certainty of a first class cover.

Furthermore, we can insure vacation properties separately for you throughout Europe, without the condition of a compensation business with our specialist insurer.

## New – Product Segment International

We are pleased to have a new partner in the health insurance field, a world leading insurer that perfectly complements our existing solutions. The group health insurance (also Affinity Groups) is brand new to the market and we are very proud to participate from the beginning.

New products for private individuals will also be launched and we will keep you up to date.

## New – Product Segment Swiss Abroad

The Group Pension Plan was launched in the last quarter of 2015 and is available to all cooperative members of Soliswiss. This plan is a substitute for the pension plan of the Swiss social security system and has been very successful in the market.

We also offer an exclusive solution in the field of investment. Soliswiss members benefit from the option to invest their savings at a Swiss bank, which becomes increasingly difficult for Swiss abroad.

## Our Online Presence

Have you already seen our new homepage? With the re-launch at the beginning of this year, we not only simplified the name ([www.saswiss.ch](http://www.saswiss.ch)), but also focused on the three different and yet connected business areas.

## Our Direction

Our network of brokers and agents is continuously growing. This is by no means a question of size only, but of diversity and options - for you, our customers and partners. The reputability of our agents is always our highest priority and we offer exclusivity when it comes to regions and our customer groups. Our added value is due to our cooperation agreements with the leading insurers in Switzerland and worldwide. If desired, we take over the consultation and make the system available for flexible administration.

## Our Clients

In the domestic field, our clients are the small and medium enterprises as well as newly established companies, for which we offer the entire insurance package. With regards to advising our private customers, we are always committed to recognize the needs and search innovations in the market. In the international business, our clients include multinationals seeking cross-border insurance solutions, local residents with the need for a special solution, as well as organizations and companies that have expats among their employees.

## Order of Succession

Finally, I, Stephan Eckert, would like to inform, that I am pleased to know that my company shares are in the hands of my trusted long-time employees **Gloria Pozzi**, **Yeziré Anaya** and **Michael Szedalik**, as well as **Soliswiss AG!**

With **Soliswiss Ltd**, **Strategic Alliances Ltd**. has an important partner on board, with whom we have been working together for a long time. This relationship has become closer in recent years. The existing team guarantees that experience and knowledge remain in the company and that you, our customers and partners, will not feel any change. Though I sold my shares, I still remain closely connected with the company for the coming years. I will withdraw from the operative business in order to focus on the maintenance and expansion of customer relationships in national and international business. Thus, I will be seated on the Board of Directors of **Strategic Alliances Ltd**. and as of January 1st 2017, **Gloria Pozzi** and **Michael Szedalik** will take over the management as chief executive officers.

We are looking forward to be there for you in the coming year!



Stephan Eckert



Gloria Pozzi



Michael Szedalik



Yeziré Anaya