bmcg

COMPANY PROFILE

SERVICES

WHAT WE DO

Guide innovation through effective use of powerful information technology, transforming business productivity, compliance and competitiveness.

TECHNICAL PLATFORMS

We help drive the following technical disciplines from strategy formulation through to deployment and support.

- advanced and intuitive web applications

- business intelligence and reporting

- business rules management

- complex calculation management

- business process management & workflow

- data management and integration

- contents management

- call center and advanced IP telephony

- expert systems (e.g. CRM, core insurance platforms, ERP, etc.)

- machine learning

- cloud computing

INSURANCE BUSINESS CAPABILITIES

Our expertise in insurance digital innovation spans the following capability domains:

- product development

- sales and marketing

- new business

- underwriting

- customer services

- sales intermediary services

- contract management

- claims management

- accounting / finance, billing, payouts

- actuarial, financial risk management

- reinsurance

THE BMCG TEAM

The bmcg team includes individuals from diverse backgrounds with real-world experience in a variety of settings.

Our team has strong experience in the following industry and functional domains:

- Life and P&C Insurance

- Capital Markets

- Manufacturing

- Pharmaceuticals

- e-Commerce

- Call Centers

- Finance and Accounting

- Business Process Reengineering

- Business Process Outsourcing

LOCALIZATION SERVICES

bmcg welcomes software producers seeking support in expanding their user base to the Japan market.

Our team includes individuals deeply experienced in the following spectrum of software localization:

- Japanese user interfaces - more than just text, but a true "user experience"

- business rules and conventions

- operating processes and procedures

- finance and accounting practices

- market standard third party data flows

- statutory and regulatory reporting

- model enhancement to fit Japan functional requirements

- data and integration meta rules and utilities

INTERNATIONAL PROJECT EXECUTION

The people of bmcg have based their careers on bridging cultures and languages in helping global businesses leverage and integrate international capabilities.

We can assure you of effective, multi-lingual communication, helping act as "glue" in managing complex communications, assuring nothing is lost in translation.

Our architects, project managers, business analysts and engineers offer powerful language capabilities, woven with significant industry experience, to help our clients make the most of international collaboration.

ENGAGEMENT HISTORY HIGHLIGHTS

period	institution	Outline
2019~	Mega P&C insurance group	Supporting the development of an innovative, next generation "disruptive" digital business model, and global implementation plan.
2017~	Mega reinsurer	Supporting data science R&D and new digital service development. • Conducting market research into machine learning tooling, performing selection exercises, and performing proof / test developments • Architecting, designing, and implementing a machine learning environment to streamline data scientist collaboration, optimize cloud resource utilization, simplify underlying system administration, ensure flexibility for emerging ML tooling, and facilitate corporate governance over critical security requirements
2013~	Premium glassware manufacturer	Supporting business processes automation. • Integrating data flows with overseas manufacturing sources (factories), local warehousing and shipping / fulfillment providers, e-commerce platforms, distribution partner channels, retail point-of-sale systems, and an evolving internal ecosystem, from CRM through ERP • Architecting, designing, and implementing an extensive data warehouse and master data management information hub
2011~	Direct model P&C carrier in mega insurance group	Supporting broad digital innovation and transformation. • Providing project management, architecture, SME analysis, and other support services to a core policy administration platform renewal program, combining business unit requirements and regional office objectives and directives • Developing proof of concept platform demonstrating master data management and "single view of the customer" capabilities and best practices • Supporting development of a master data management system for production • Supporting new strategic sales model call center implementation
2014~2019	Mega securities firm	Provided program management support over a multi-country rollout of Oracle Financials.
2017~2018	Global P&C insurer	Supported requirements analysis and Japanese localization for the implementation of a policy sales and administration platform originally developed in US HQ.
2011~2017	Cosmetics maker	Provided broad information systems environment support • Designed, deployed and conducted ongoing maintenance of point-of-sale HW/SW solutions • Supported data center migration • Designed and implemented secure, highly available underlying network, server and client infrastructure • Managed technical aspects of office site moves • Supported sales boutique openings
2014~2016	Mega insurance group	Designed and managed a finance BPR program for a Japan "regional" group of insurance companies. • Supported phased migration from legacy processes and applications to new SAP Financials systems and procedures • Provided hands-on, lead SME expertise, designing and implementing integration programs, and building prototypes and reusable templates • Trained key resources • Served as interim Financial Controller for a P&C business unit

2014~2015	Medical equipment manufacturer	Managed Asia Pacific regional test management (across Japan, China, and Australia business units, reporting to Europe HQ) for a multinational medical equipment manufacturer implementation of Oracle financials, including legacy JD Edwards migration.
2013~2015	Mega life insurer	Supported US HQ and Asia Pacific regional office in a Japan business spearheaded strategic program to transform insurance product development through modern technology. • Executed an extensive study of software to enhance actuarial centric formulaic authoring, rule-based modeling, and product component configuration • Ran the Japan technology selection exercise, producing an in-depth business case based on detailed, companywide inputs • Defined architectural placement of the technology across strategic business support systems (legacy systems and new automation projects), and planned the resultant roadmap for integration across the IT ecosystem • Supported pilot developments in key, high priority target transformation programs, establishing standard patterns of effective use
2011~2014	P&C insurance system platform maker	Supported Japan market entry. • Acted in an SME capacity for Japanese localization, performed pilot developments • Supported local market development in technical pre-sales, prototyping, SI partnerships • Provided management and SME resourcing for initial implementation projects
2011~2013	Mega pharmaceutical company	Supported post-merger integration of Finance and Accounting functions. • Led the local implementation of a new global data warehouse • Designed and managed business process reengineering projects
2010~2013	Mega life insurer	Supported finance and accounting post-acquisition technology transformation. • Contributed in project management and SME capacities in the implementation and integration of PeopleSoft Financials • Provided training programs to users across Japan branches
2009~2012	Medical equipment manufacturer	Provided interim Financial Director services. • Recovered failing financial reporting process • Managed improvements through system, reporting and process reengineering • Mentored staff
2009~2010	Mega software and services company	Supported the post-acquisition business development of a life insurance policy administration software platform. • Supported Japanese localization • Acted in a technical pre-sales capacity in Japan and Hong Kong
2008~2009	Insurance marketing, sales and contract management BPO startup	Supported strategic technical innovation. • Developed e-Commerce white labeling capabilities to support dynamic campaign content flexibility • Supported sales and customer service call center service development • Assisted with the adaptation (open systems re-platforming, localization, process requirements definition, etc.) of an imported core policy administration platform
2008~2009	Life insurance Asia Pacific regional office	Supported a regional systems improvement program. • Supported the development of a standard target systems architecture and companion roadmap for application to regional business units • Assisted in the planning and development of pilot solutions
2008	-	Established BMC Group K.K.

PROPRIETARY DEVELOPMENTS

In addition to serving clients on an assignment basis, we are also conducting proprietary information service R&D.

Market Microservices

- Japan Address Master

  Maintained through Japan Post data feeds, our highly tokenized Japan Address Master services support heretofore unseen predictive input capabilities, filtering result sets based on not only successive post code input, but also address token name input (in any form of Japanese phonetics, kanji characters, and English.

- Japan Bank Master

  Maintained through Japan Banking Association data feeds, our Japan Bank master services support predictive input filtering based on successive depth input of bank and branch codes and names.

These market microservices not only support dramatic improvement in a web application user experience, but also may be used as a service source to help manage a portfolio of related information (e.g., customer data, etc.) as master data points slowly move, for example, based on address and bank branch consolidations over time.

Insurance Microservices

- Complex insurance formulaic calculation services (e.g., product premiums)

- Underwriting rule services

- Sales incentive scheme (compensation) calculation services

Our insurance microservices are developed through the use of business rules management system (BRMS) technology, assuring precision, transparency, and highly reduced development time.

TECHNOLOGIES AND CERTIFICATIONS

The following listing illustrates summarized categories of our actionable expertise.

Data modeling
VisualParadigm, ERWin, SQL Server Management Studio, etc.

Databases
Oracle, SQL Server, Sybase, PostgreSQL, MySQL
MongoDB, ArangoDB, Neo4J, Cassandra

RPA solutions
FileNet (BPM / Workflow and contents management), Python, Selenium, Talend

ETL and Data Integration
Talend, Informatica

Cloud Infrastructure Provisioning and Management
Providers: AWS, Azure, Google Cloud
Infrastructure as Code: Pulumi, Terraform
CI/CD: TeamCity, Azure DevOps
Key companion technologies: Ansible, Kubernetes, Docker, Elastisearch

Data Science and Machine Learning
Python, pandas, etc.
PyTorch, TensorFlow/Keras
JupyterLab, JupyterHub, BinderHub

Programming Languages
Python, Java, JavaScript, R, Matlab/Octave, C, C++, C#

Web Frameworks
MVC, three-tier, etc.; Node, React, Angular, ASP.NET, Ruby on Rails, Grails, Spring, etc.

IP Telephony
Twilio

Reporting and Business Intelligence
Jasper Reports, Hyperion, Cognos, Business Objects, Essbase
Google Analytics
Tableau

ERP platforms
SAP FICO, Oracle Financials, PeopleSoft, JD Edwards, Sun Systems, ASW, SAP ByDesign

Insurance expert systems
Extensive experience with and insights into commercial packages
(and bespoke solutions) across the spectrum of insurance business processes

Domain models
Exhibited in particular through our experience with insurance industry domain models of ACORD and IBM IAA & IIW, we are advanced practitioners in applying reference models to the architecting and development of target solutions.

Certifications
We have a broad variety of recognized certifications and qualifications, including those associated with the insurance business, finance and accounting, systems development (i.e., programming) and management (ITILv3 Foundation). Information security, and information systems audit are of particular importance to our engagements, for which we have comprehensive coverage, including CISA (Certified Information System Auditor), CISSP (Certified Information Security Professional), ISO/IEC 27001 Lead Auditor, and ISO/IEC 27001 Lead Implementer.

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