



Agito
Company Information



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1 Overview

Agito was founded (under the brand Akademi) in **1997** by insurance industry professionals with the aim of providing “flexible” information technology products and services to insurance industry enterprises.

Drawing from more than **22 years of Insurance specific experience** accumulated by its founders, Agito has delivered more than **50 successful projects** without a single failure to Turkish insurance companies from all lines of businesses since its inception. As of today, Agito has reached **over 30 references** in all insurance business lines.

Agito provides global standards such as ISO27001, PMI and ITIL into its business processes to provide quality-focused services to Insurance Companies. As a technology company, software development processes have been renewed with current methodologies such as Continuous Integration, corporate culture has been contributed to all stakeholders to enable them to work effectively through Devops and offering fast and quality solutions to Insurance Companies needs as a company strategy. Agito has improved and monitored the product development life cycle by investing in CAST and SONAR software quality systems to regularly measure the quality of Agito Insurance ERP systems and to make all necessary development studies as part of the software processes.

Agito has **over 180** employees, most of them are high skilled and trained software engineers, business analysts and project managers, who are working hard to deliver the best quality of products and services to the Agito clients.

In 2012, Agito acquired 100% of the shares of Bt-Grup, operating mainly in health insurance software solutions and Business Intelligence solutions. The merger of two entities strengthened the leadership position of Agito and provided more comprehensive software solutions and services for the insurance market. Agito is now working in the new intelligent office of 1.000 m2, which is in ITU ARI2 Teknokent.

Agito, the only solution company that provides solutions to all sector branches with General Insurance, Life and Pension and Health products, now delivers all products and services to the cloud platform and presents them to the insurance sector with SaaS - Software as a Service model. In addition to being the sector leader with 30% market share in basic insurance applications, Agito offers integrated and end-to-end solutions to insurance companies with

Provisioning System, Intelligent Underwriting System, Intelligent Integration System, Business Intelligence, Mobile Products, Functional Maturity Analysis, Process Efficiency Analysis and Data Conversion and Migration Services.

With the attained level of growth in the last years, Agito was honored to be a winner of **Deloitte Technology Fast50 Turkey Awards** in recent several years, for being one of the fastest growing technology companies in Turkey.

According to research by **Gartner** consultancy services with expert analysts; Agito has been chosen as Turkey's first and only insurance software company on **Gartner Magic Quadrant for Life Insurance Policy Administration Systems**.

Agito has been positioned as Full Profile in the **Celent Policy Administration Systems 2017 Trends in the Life Insurance and Annuity Market** report helping life insurers to navigate the complex life policy administration system vendor landscape in Europe, Middle East, and Africa

Agito is a member of Turkish Industry and Business Association **TUSIAD**, Turkish Informatics Industry Association **TUBISAD**, Software Industrialists Association **YASAD** and Association of the Information and Software Works Owner **BIYESAM**.

Agito also provides active mentoring for entrepreneurs who train in the ITU Cekirdek to develop in-house corporate entrepreneurship culture and to grow the ecosystem especially in the InsurTech field.

2 Vision & Strategy

Our vision is to provide business solutions based on our products and services to insurance companies in Turkey and in the close region that are working to create difference in their businesses. Our products and industry knowledge will complement our services to reach this goal, and are the most important values to differentiate us from our competitors.

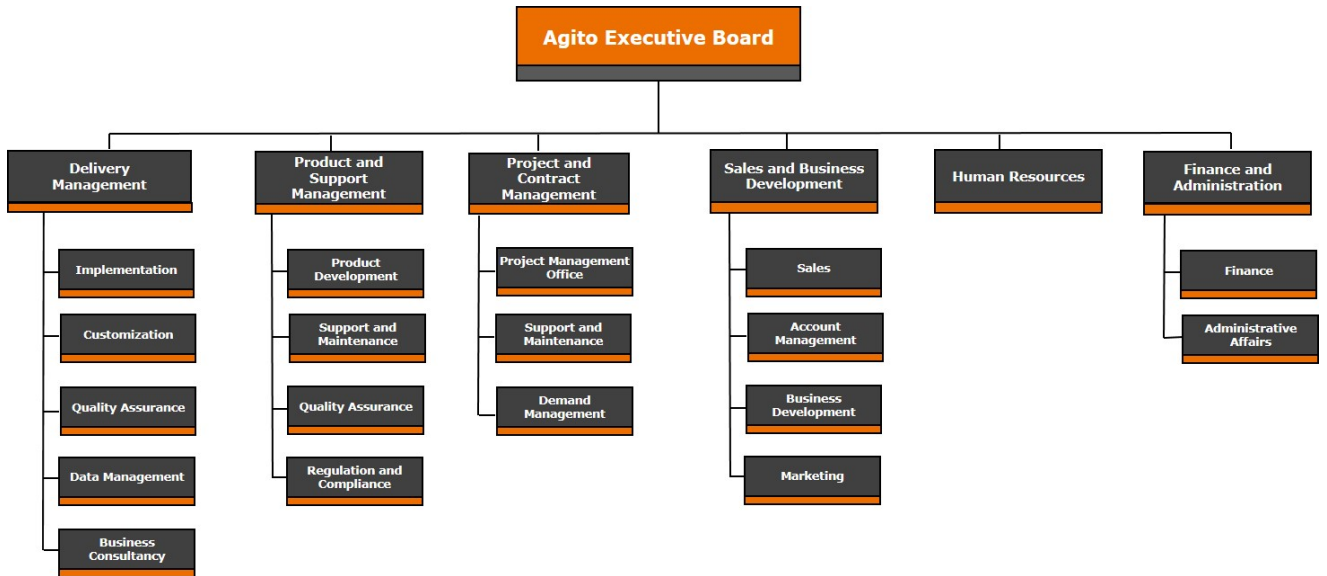
Our goal is, to identify business needs of our customers, and adapt to their business processes.

Our mission is;

- Continuously improve our products in terms of quality, user-friendliness, technology and processes to create competitive advantage.
- To structure our services after our customers' requirements to produce proper and feasible solutions.
- To achieve operational excellence by continuously improving our human capital, corporate knowledge, technology and process infrastructures to deliver better value proposition.

3 Organizational Structure

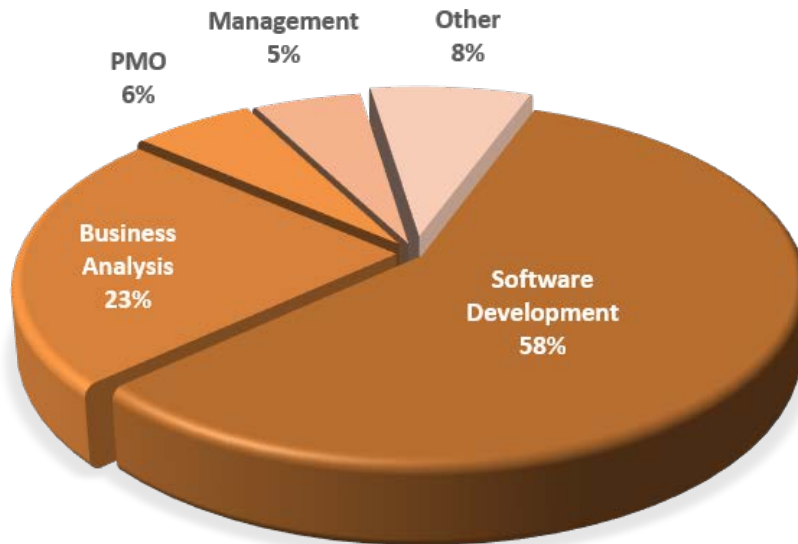
3.1 Organization Chart



3.2 Human Resources

Agito has a highly motivated and dynamic workforce of 180+ employees. Agito has actively integrated human resources and performance management processes to its organization.

Agito uses balanced scorecard approach and ensures strategic planning and management for aligning the vision, mission, and strategy across the organization. Managers and employees have a scorecard and goals are clearly identified according to the company targets. Agito board continuously monitors organizational performance against Agito's strategic goals.



3.3 Management Team

Turgut GÜRSOY

Chairman Of The Board



Born in 1963, Turgut Gürsoy graduated from Yıldız Technical University, Faculty of Engineering.

Turgut Gürsoy has been in the ICT industry since 1984. He founded his first company, Probil, in 1989. Probil have grown into becoming the biggest independent IT&Technology solutions group in Turkey. Several other companies were found as subsidiary companies to Probil such as Proservis and ProNetwork. In 2000, Probil got its first private equity investment and in 2011 Netas acquired the company itself. Probil had served as one of the biggest business partners of Microsoft and Cisco.

In addition to these, after Probil was acquired by Netas, Turgut Gürsoy has made a couple of investments of his own, which led for him to found his latest company, Lidya Ventures. Lidya Ventures is a venture capital firm that makes investments in Internet, Softwares, Mobile Advertisement, Cyber-Security, HealthcareIT, InsureTech, Real Estate, Food&Beverage and branded consumer products. Lidya Ventures invests in later-stage companies that are trying to evolve more by providing funds, management strategies to help the companies meet their ultimate potential.

He was the chairman of the board at TUBISAD between 2008-2012. E-invoice was first introduced to the market during this period.

Alpaslan GÜRSOY
Board Member



Born in 1965, Alpaslan Gürsoy graduated from Istanbul Technical University, Faculty of Mechanics.

From 1989 to 1994, he worked as Software and Education Manager at Özge Bilgi İşlem, one of Probil subsidiaries. Within the same period, between 1990 – 1992, he worked as a software and education consultant at Istanbul Branch of The Chamber of Mechanical Engineers. He managed the Services Department for Probil between years 1994-1996. In 1996, after the establishment of ProServis, he took the General Manager position and managed until the merge of ProServis with Probil in year 2000. After the merger, he took on the Service and Operations Director position at Probil. In year 2006, after the establishment of BDH, he took on the General Manager role at BDH and continued this position until July 2008.

Alpaslan Gürsoy currently serves on the boards of Enocta, Agito Software and Consulting and Blesh.

Bahadır Emre OMACAN
CEO



Born in 1967, Bahadır Emre Omacan studied Business Administration at Bosphorus University and has a graduate degree in Insurance from Institute of Banking and Insurance at Marmara University.

He worked as an IT Manager at İsviçre Hayat Insurance Company. From 1997 he works as the General Manager at Agito. He also worked as the chief architect and development manager of the Agito Products.

Bahadır Emre Omacan, who is a founding partner of Agito and who is actively involved in the design and development of Agito Life System and General Insurance Products, served as General Manager of Agito between 2007 and 2015. Since 2015 he has been serving as CEO at Agito.

Also he is the founding partner and board member of BIYESAM.

Cengiz DOLKAY

Board Member



Born in 1969, Cengiz Dolkay graduated from Bosphorus University, Faculty of Civil Engineering and has an MS degree in Earthquake Engineering.

He worked as an IT Manager at Halk Yaşam and Demir Hayat Insurance Company. He also worked as the chief architect and development manager of the Agito Products. He currently is the Board Member and also responsible from the Sales and Business Development at Agito.

Cengiz Dolkay, one of the founding partners of Agito, has been actively involved in the design and development of Agito Health and Agito Individual Retirement and Life Information systems. Dolkay continues serving as a board member responsible for the Agito Sales and Business Development Unit.

Mutlu UĞURSAL

General Manager



Born in 1971, Mutlu Uğursal graduated from Middle East Technical University, Computer Engineering.

Mutlu Uğursal started his professional career in 1993 as an IT Specialist. Between 1993-2005, he worked in Bayındır Hayat Sigorta, Tepe Technology and IBM POS A.Ş. While working for IBM, he has been involved in multi-national projects with the participation of UK and Israel.

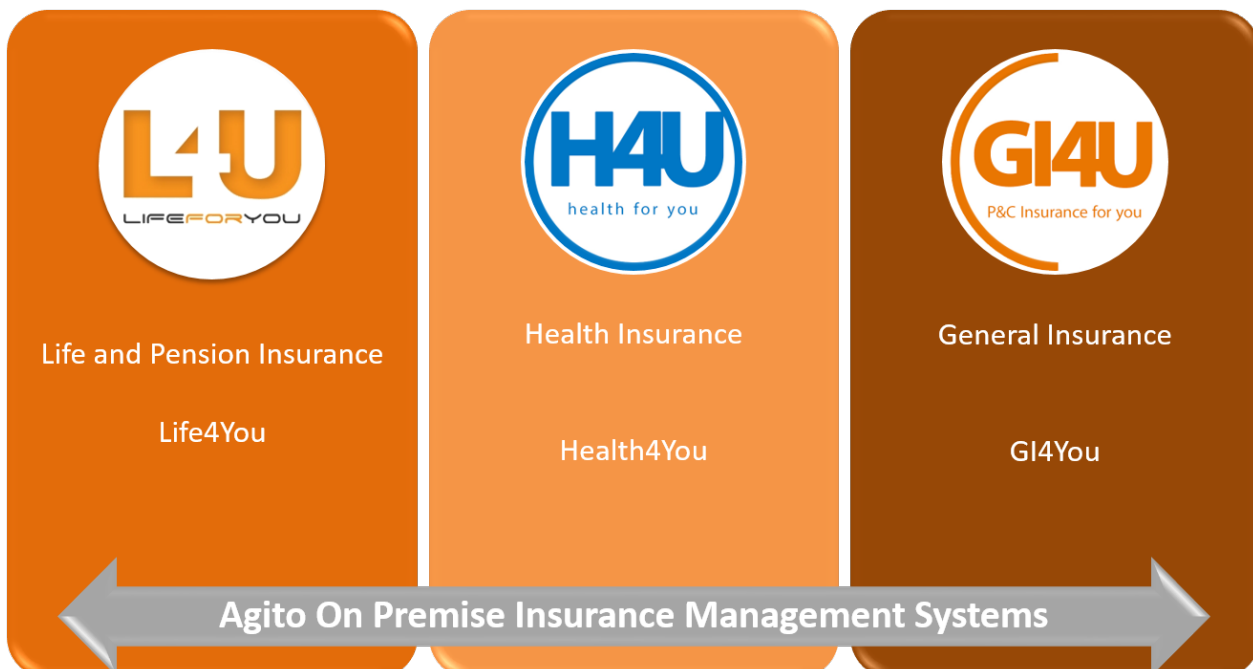
Mutlu Uğursal, one of the founding partners of Bt-Grup, founded in 2006, has been actively involved in the design and development of Bt-Group's health information system application, BtHuman. Uğursal served as Assistant General Manager for Agito Service Center Life and Pension Products Family for more than three years and is currently serving as General Manager since 2015.

4 Agito Product Family

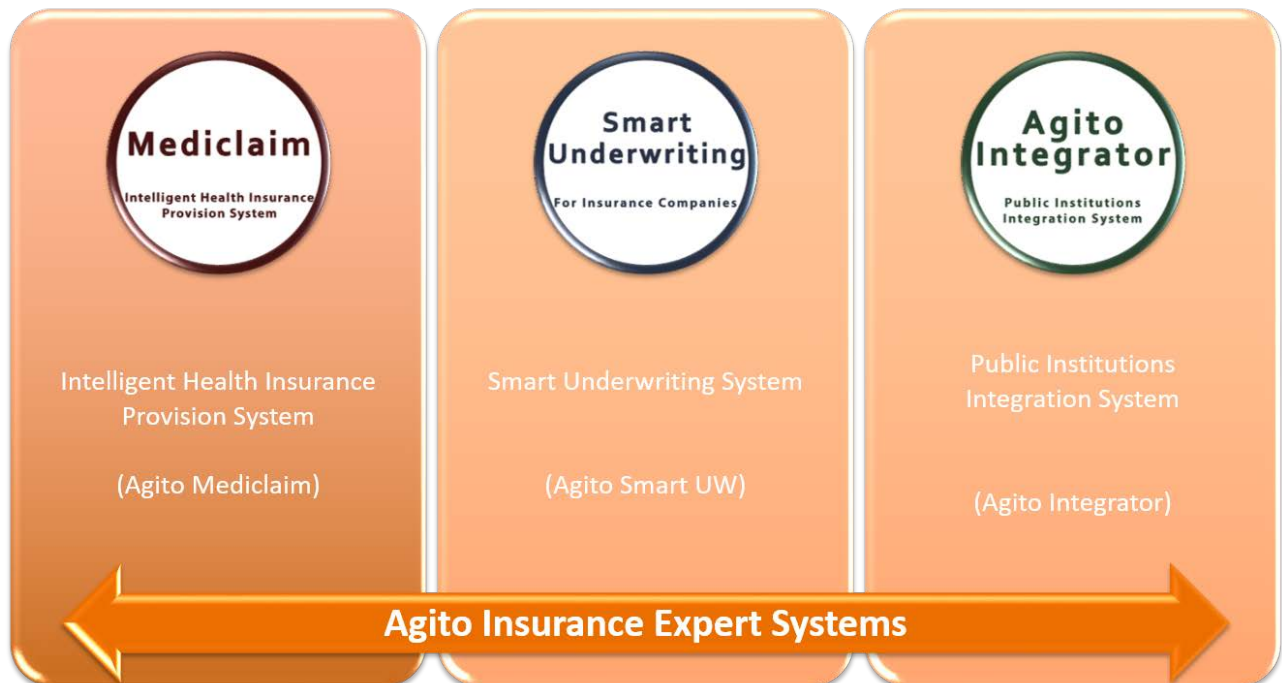
4.1 Core Insurance Solutions on Cloud



4.2 Core Insurance Solutions



4.3 Insurance Expert Systems



4.4 Consulting Services



5 Active References

Insurance Company	Agito Life	Agito Pension	Agito Health	Agito General Insurance	Expert Systems	Decision Support Solutions	Legal Compliance Solutions
Acıbadem Hayat ve Sağlık Sig. A.Ş.	✓						
Aegon Emeklilik A.Ş.	✓	✓					✓
Allianz Sigorta A.Ş.				✓			
Allianz Yaşam ve Emeklilik A.Ş.							✓
Anadolu Sigorta A.Ş.						✓	
Avivasa Emeklilik ve Hayat A.Ş.							
Axa Sigorta A.Ş.					✓		
BNP Paribas Cardif Emeklilik A.Ş.	✓	✓					✓
Cigna Finans Emeklilik ve Hayat A.Ş.	✓	✓					
Demir Hayat Sigorta A.Ş.	✓		✓				✓
Emeklilik Gözetim Merkezi					✓		
Ergo Sigorta A.Ş.			✓	✓			✓
Eureka Sigorta A.Ş.			✓		✓		✓
Fiba Emeklilik ve Hayat A.Ş.	✓	✓					✓
Mapfre Sigorta			✓				✓
Mapfre Yaşam A.Ş.	✓						✓
Metlife Emeklilik A.Ş.	✓	✓					✓
Near East Hayat	✓		✓				
New Life Yaşam Sigorta A.Ş.	✓						
NN Hayat ve Emeklilik A.Ş.	✓	✓					
Ray Sigorta A.Ş.			✓				✓
Vakıf Emeklilik A.Ş.	✓	✓				✓	✓
Şekerbank Munzam Vakfı					✓		
T. Sınai ve Kalkınma Bankası A.Ş.					✓		
CGM CompuGroup Medical AG			✓		✓		
Aksandık Akbank T.A.Ş. Vakfı			✓		✓		
Ankara Sigorta A.Ş.			✓		✓		✓
Fortis Bank A.Ş. Sandık Vakfı			✓		✓		
Generali Sigorta			✓		✓		✓
Halk Sigorta A.Ş.			✓				
Sompo Japan Sigorta			✓		✓		✓
Ziraat Sigorta A.Ş.			✓		✓		✓

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