



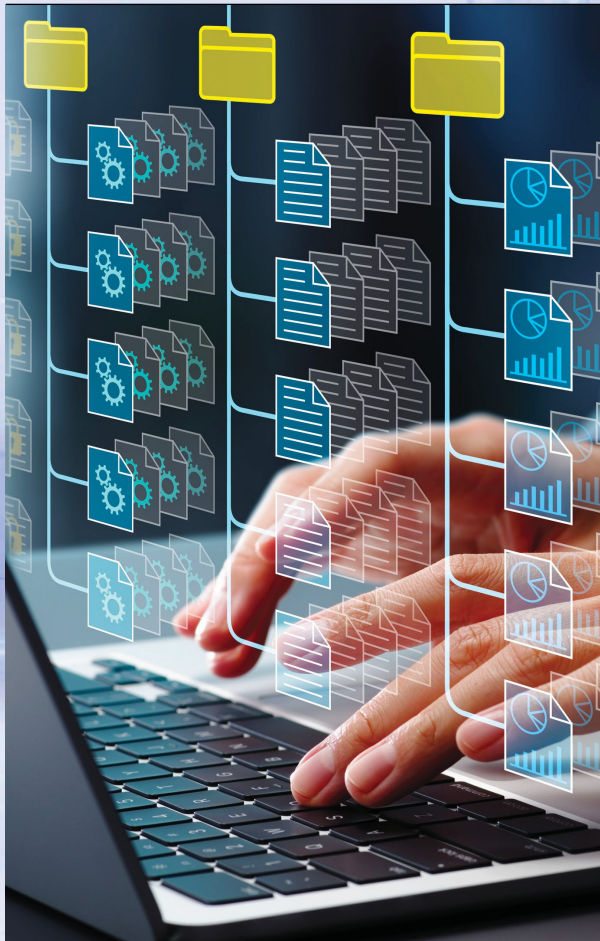
MVsharp

CUSTOMER SUCCESS STUDY

Replicate data from MultiValue
into SQL Server datastores

Enable real-time analytics
and decision making

Preserve existing workflows while
embracing innovation



Business Challenges

- Time to onboard new insurance products averaged 12 months, delaying revenue realization and competitive response
- Rating and pricing engines struggled under peak loads, causing API timeouts during daily renewals
- Integration with CRM, BI, and compliance reporting tools was brittle and latency-prone
- Annual platform licensing and support fees of \$600,000 strained IT budgets
- Skilled Pick specialists were scarce, resulting in high on-call costs and slow incident resolution

MVsharp Solution

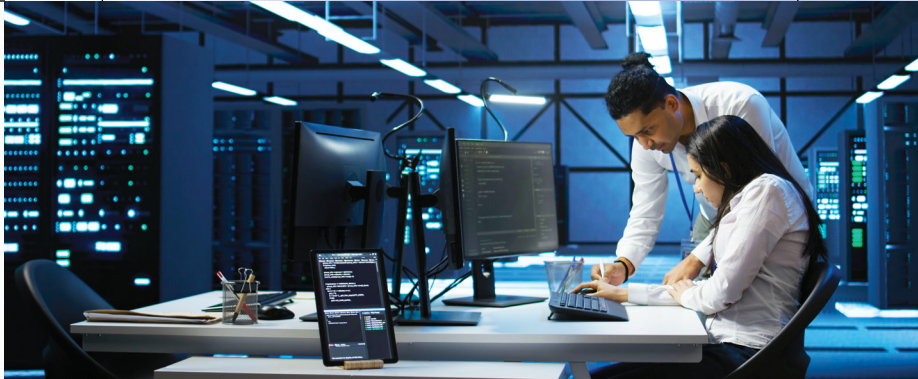
MVsharp provided an emulation layer for the existing MultiValue runtime, automatically generating managed C# source and object code.

Client Profile

A mid-tier regional insurer offering life, property, and casualty products.

The company manages approximately 500,000 active policies and runs underwriting, rating and claims processing on a MultiValue-based policy administration system.

IT operations rely on veteran Pick developers and custom batch scripts, with limited visibility into performance bottlenecks or data lineage.



MultiValue files were transformed into normalized SQL Server schemas, enabling relational querying, report generation and real-time analytics.

Critical actuarial models and rating rules were preserved in stored procedures, ensuring zero loss of business logic.

A modern .NET Web API layer exposed policy, quote, and claims services for seamless integration with CRM and BI platforms.

Implementation Approach

1. Proof-of-Concept (PoC)
 - Selected the rating engine module
 - Ran parallel tests against legacy outputs for 100,000 premium calculations
2. Automated Conversion & Data Mapping
 - Generated C# classes for policy, risk, and premium tables
 - Mapped nested MultiValue arrays to relational tables with foreign-key constraints
3. Testing & Validation
 - Executed end-to-end scenarios: quote creation, underwriting validations, premium invoicing, and renewals
 - Deployed automated reconciliation scripts to ensure 100% data parity
4. Phased Deployment & Cut-Over
 - Rolled out PoC in a staging environment, then piloted in the non-critical group benefits line
 - Final cut-over completed over three sprint cycles with rollback scripts and real-time monitoring
5. Optimization & Training
 - Tuned SQL indexes, .NET garbage collection and connection pools
 - Conducted hands-on workshops to upskill Pick specialists in .NET development and SQL administration



Business Impact and ROI

- Accelerated time-to-market for new insurance products by 75%, unlocking \$4.5 million in incremental premiums in year one
- Improved underwriting throughput and API responsiveness bolstered partner integrations and customer satisfaction
- Annual savings of \$440,000 on licences and support were reinvested into digital channels and analytics
- IT team morale and retention improved as legacy specialists transitioned into .NET upskilling tracks, reducing reliance on scarce Pick talent
- The modernized platform now supports agile feature delivery, enabling quarterly product updates aligned with market needs

Results and Metrics

METRIC	Legacy MultiValue Platform	MVsharp Migrated Platform	IMPROVEMENT
New product onboarding time	12 Months	3 Months	75% Faster
Rating engine throughput	200 Policies / sec	1,000 Policies / sec	400% Increase
SLA for API response time	500 ms	120 ms	76% Faster
Annual licensing & support spend	\$ 600,000	\$ 160,000	73% Cost reduction
On-call resource headcount	5 Pick specialists	2 .NET / SQL engineers	60% Headcount reduction



MVsharp

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