

Whitepaper | Smart city

Smart cities: challenges and opportunities for the Insurance Industry

How emerging technologies and data analytics can be the key to create insurance products for the cities of the future.



Index

01 Introduction

- 1.1 Urbanization and its Challenges
 - 1.2 Impact of COVID-19 on Smart City Development
 - 1.3 Defining Smart Cities
-

02 Applications of Smart Cities

- 2.1 Smart Surveillance
 - 2.2 Smart Infrastructure
 - 2.3 Smart Buildings
 - 2.4 Smart Transportation
 - 2.5 Smart Healthcare
 - 2.6 Smart Governance
-

03 The role of Insurance Industry

- 3.1 The Importance of Smart Cities for the Insurance Industry
 - 3.2 Recommendations for Insurers
 - 3.3 Key Challenges for Insurer
-

04 Conclusions

05 Key Takeaways

Urbanization and its Challenges

With the world undergoing a significant shift toward urbanization, the concept of smart cities has emerged as a compelling solution to address the challenges arising from this transformation.

According to the United Nations, it is projected that by 2050, approximately 68%¹ of the global population will reside in urban areas. This unprecedented level of urbanization presents both opportunities and challenges for societies and businesses alike, including insurance companies.

The so-called global “smart cities market”, made of devices and services, has witnessed remarkable growth in recent years. In 2021, the market was valued at USD 1,090.64 billion, and it is expected to reach an estimated value of USD 6,965.02 billion by 2030, demonstrating a staggering compound annual growth rate (CAGR) of 24.2% from 2022 to 2030². The surge in smart city development can be attributed to various factors, including the increasing need for effective infrastructure and asset management in the face of rapid urbanization.

As urban centers expand, the strain on existing infrastructure becomes more pronounced, leading to challenges in areas such as transportation, energy, waste management, and public safety. Smart cities offer innovative technological solutions to tackle these challenges, utilizing data-driven approaches to optimize resource allocation, enhance efficiency, and improve the overall quality of life for residents.



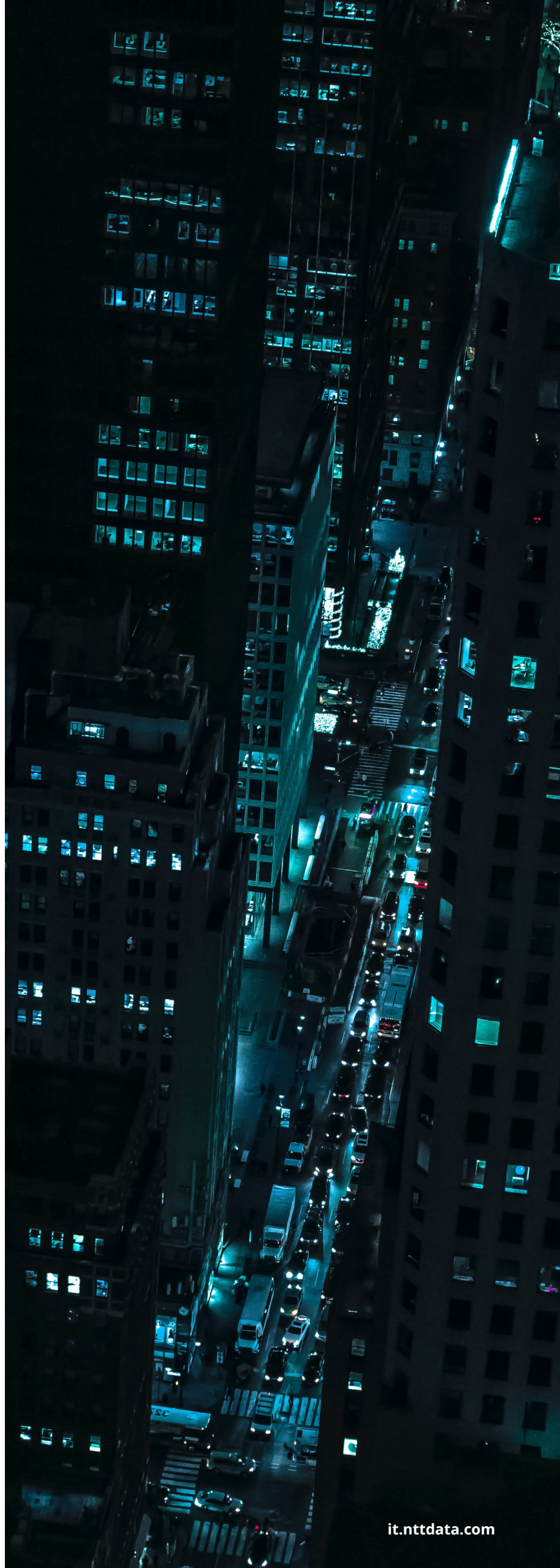
Ultimately, the rise of smart cities in response to rapid urbanization is transforming the way societies function, presenting opportunities for innovative solutions and economic growth. Insurance companies, recognizing the potential of smart cities, need to adapt and evolve their strategies to effectively address the risks and opportunities that arise from this urban transformation. By embracing technology, data analytics, and risk management expertise, insurers can play a crucial role in supporting the development of resilient and sustainable smart cities while ensuring the protection and well-being of their customers.

To express the potential of digital twins, it is necessary to integrate them with other systems and with the business processes they are involved in: interoperability is the ability of digital twin different systems, technologies, or products to work together and exchange information or data seamlessly.

Our objective is to define an interoperable solution merging the technical pre-sale process and digital twin: infrastructure digital twins can help increase customers' understanding and awareness of the infrastructure, improving the quality of the technical presale phase and facilitating the purchase decision.

In order to achieve the best impact when presenting the services that can be provided by the infrastructure, we decided to explore the use of augmented reality: to create a collaborative, immersive experience that focuses the customer's attention and makes the understanding of the possible configurations clear.

This document aims to provide an overview of the results of the current phase of experimentation based on collaboration with our clients operating in the strategic infrastructure sector.



Impact of COVID-19 on Smart City Development

The COVID-19 pandemic has had a profound impact on various aspects of society, including the acceleration of smart city development. The global crisis forced individuals, businesses, and governments to adapt to new ways of living and functioning, leading to the widespread adoption of digital technologies and remote services. As a result, trends like online grocery shopping, remote working, virtual education, telehealth services, and more gained immense popularity during the pandemic.



To illustrate the transformative impact of the pandemic, consider its effect on remote working globally. The International Labor Organization (ILO) reported that during the initial months of the COVID-19 crisis, 20% of the global workforce transitioned to remote work ³. This is a substantial increase compared to the estimated 2.9% of employees working from home in 2019. These figures demonstrate a significant surge in agile workers worldwide following the outbreak.

Another noteworthy statistic pertains to telemedicine. Research conducted by the Digital Innovation Observatory in Health at the Milan Polytechnic School of Management revealed that during the height of the virus's spread, three out of four medical specialists recognized the immense value of telemedicine in the COVID-19 emergency ⁴. This data underscores the vital role telemedicine played in delivering healthcare services during the critical phase of the pandemic.

This accelerated adoption of smart city technologies is expected to continue driving the growth of the smart cities market post-pandemic. Governments and businesses have witnessed the benefits of digitalization, such as improved access to services, enhanced operational efficiency, and increased resilience in times of crises. As a result, they are likely to continue investing in smart city infrastructure and solutions to build more sustainable and resilient urban environments.



The findings from research conducted by the Smart City Observatory at the Milan Polytechnic School of Management confirm the growing momentum in smart city initiatives. In 2022 21% of Italian municipalities, embarked on projects in this domain ⁵. This increased interest can be attributed in part to the initial allocation of funds tied to the National Recovery and Resilience Plan (PNRR), which prioritizes investments in the smart city sector.

Looking ahead, the number of projects is expected to rise significantly. A notable 41% of municipalities express their intention to invest in smart city initiatives within the next three years, showcasing a considerable increase compared to the previous year's figure of 33% ⁵. This trend underscores the recognition of the long-term benefits and potential that smart city initiatives hold for municipalities across Italy.

In conclusion, the COVID-19 pandemic has served as a catalyst for the advancement of smart cities. The shift towards remote services and digitalization has highlighted the importance of smart city infrastructure and has driven governments and businesses to invest in technological solutions. As smart city development continues to evolve, insurance companies must stay proactive in adapting their strategies to mitigate emerging risks and capitalize on the opportunities presented by these dynamic urban environments.

Defining Smart Cities

The concept of smart cities is a rapidly evolving field that continues to be the focus of extensive research and exploration. As we delve into the intricacies of this topic, it becomes apparent that in the current scenario, the term “smart city” is frequently employed as a marketing buzzword rather than a well-defined approach or strategy. However, despite this widespread ambiguity, it is essential to establish a comprehensive understanding of what constitutes a smart city. In the forthcoming section, we will delve into a general definition that encompasses the core principles and components of smart cities, shedding light on the transformative potential they hold for urban environments and the various sectors, including insurance, that operate within them.

Smart cities are urban environments that leverage advanced technologies and data-driven approaches to improve the quality of life for residents, enhance sustainability, and optimize resource management. These cities integrate various interconnected systems, such as infrastructure, transportation, energy, healthcare, and public services, to create a seamless and efficient ecosystem.

At the core of a smart city is the extensive use of digital technologies, including the Internet of Things (IoT), artificial intelligence (AI), big data analytics, and cloud computing. These technologies enable the collection, analysis, and utilization of real-time data from diverse sources, allowing

city authorities to make informed decisions and deliver personalized services.

Furthermore, smart cities embrace innovation and collaboration between public and private sectors, academia, and residents. They strive for resilience by incorporating robust disaster management systems, early warning mechanisms, and adaptive infrastructure.

Ultimately, a smart city aims to create a sustainable, inclusive, and technologically advanced urban environment that enhances the well-being of its residents, improves efficiency, and supports economic growth.

In the following chapters, we will delve into the multifaceted nature of smart cities by exploring various definitions and real-world examples. By examining different perspectives and practical applications, we aim to provide a comprehensive overview of the evolving phenomenon of smart cities. Through a range of examples already in action, we will showcase the diverse ways in which cities worldwide are embracing technology and innovation to create smarter, more sustainable urban environments.



Applications of Smart Cities

Smart Surveillance



Definition and Benefits

Smart Surveillance refers to the implementation of advanced surveillance technologies and systems to monitor public spaces, ensuring the safety and security of citizens in a smart city. These technologies include video surveillance cameras, facial recognition, license plate recognition, and sensor networks. The benefits of city surveillance are numerous. It enables law enforcement agencies to detect and respond to criminal activities in real-time, leading to faster crime prevention and improved public safety. Surveillance systems also aid in traffic management, crowd control, and emergency response coordination. By providing a constant vigilance over urban areas, city surveillance acts as a deterrent to crime, enhances the overall quality of life, and instills a sense of security among residents and visitors.

Smart Surveillance in Action

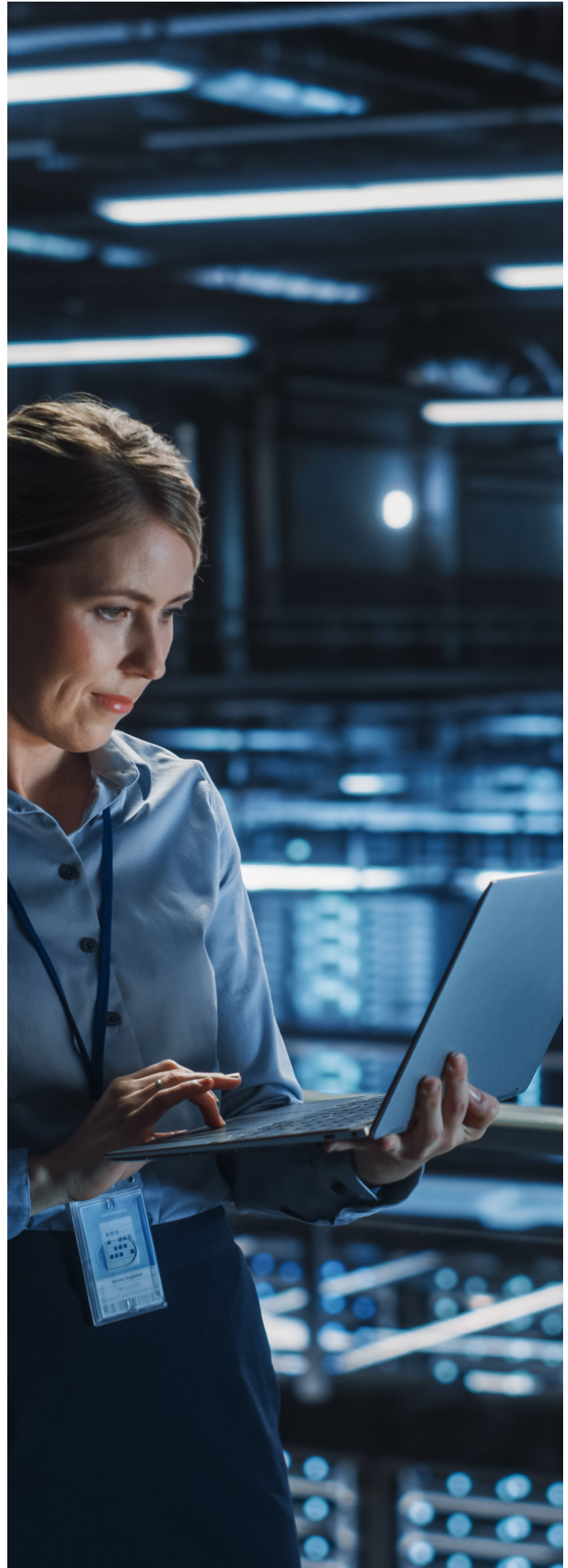
Various cities around the world have implemented city surveillance systems to enhance security and safety. London, for instance, is known for its extensive use of surveillance cameras. The city's "Ring of Steel" is a network of cameras and automatic number plate recognition (ANPR) technology used to monitor traffic, identify potential threats, and aid law enforcement in crime investigations. In Singapore, the "Safe City" initiative employs an extensive network of surveillance cameras and analytics tools to ensure public safety. The system can detect unusual activities, analyze crowd behavior, and trigger alerts for prompt responses.

Another example of City Surveillance in action can be observed in Kakogawa, a city in Japan that was previously regarded as one of the country's most dangerous. In 2017, Kakogawa took a decisive step by deploying 1,475 cameras throughout its streets to combat high crime rates. This system incorporates Bluetooth tags to detect residents, enabling family members to receive location notifications of children or elderly individuals via a dedicated app. As a result of this innovative approach, Kakogawa achieved a crime rate lower than the regional average, showcasing the effectiveness of smart governance in ensuring public safety.

The emergence of numerous startups in this domain further reinforces the commitment to enhancing urban security. Among these is Mine Crime, an Italian company that offers geolocated data on urban crimes. Such data can be harnessed to bolster security measures in cities, providing valuable insights for proactive decision-making and resource allocation.

Impact on the Insurance Industry

The implementation of robust city surveillance systems has significant implications for the insurance industry. By providing comprehensive video footage and data on incidents and accidents, surveillance systems enable insurance companies to better assess risks and investigate claims. For example, in the case of automobile insurance, surveillance cameras and license plate recognition technology can aid in identifying responsible parties in accidents and help determine liability. This data-driven approach reduces fraud, improves claim processing efficiency, and enhances accuracy in assessing policy premiums. Moreover, city surveillance can be leveraged by insurance companies to proactively mitigate risks. By analyzing patterns and trends captured by surveillance systems, insurers can develop preventive measures and offer incentives to policyholders based on their adherence to safety standards. Although the technology for Smart Surveillance has reached an advanced state, there is still a need for further integration of this system and its data with third-party providers, such as insurers or external IT providers. This integration would enable a more seamless and comprehensive utilization of the surveillance data, unlocking its full potential for enhancing security and enabling innovative services.

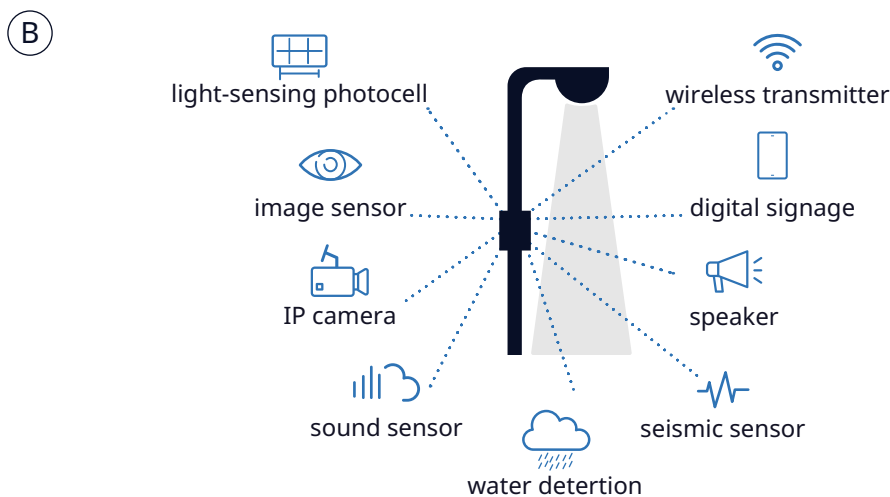
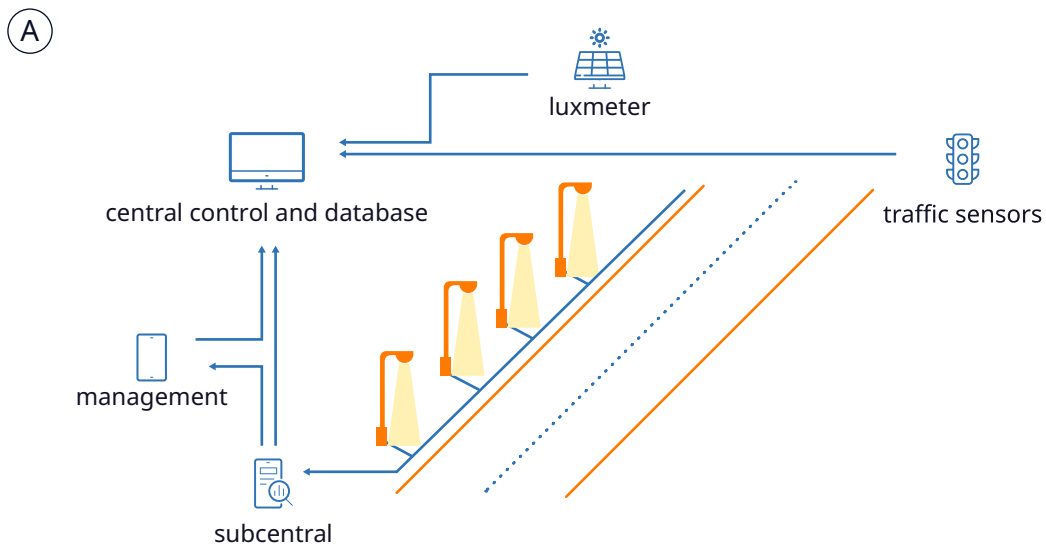


Smart Infrastructure

Definition and Benefits

Smart Infrastructure, particularly smart roads, refers to the integration of advanced technologies and intelligent systems into transportation networks to improve safety, efficiency, and sustainability. Smart roads utilize a range of technologies such as sensors, real-time data analytics, and communication systems to enhance traffic management, provide accurate information to drivers, and enable

automated systems. They enhance traffic flow by optimizing signal timings, reduce congestion through intelligent routing, and improve safety by detecting and alerting drivers about hazards or accidents in real-time. Smart roads also contribute to sustainability efforts by reducing fuel consumption, lowering emissions, and facilitating the integration of electric vehicles. Additionally, they offer a foundation for the future implementation of autonomous vehicles, further revolutionizing transportation systems.

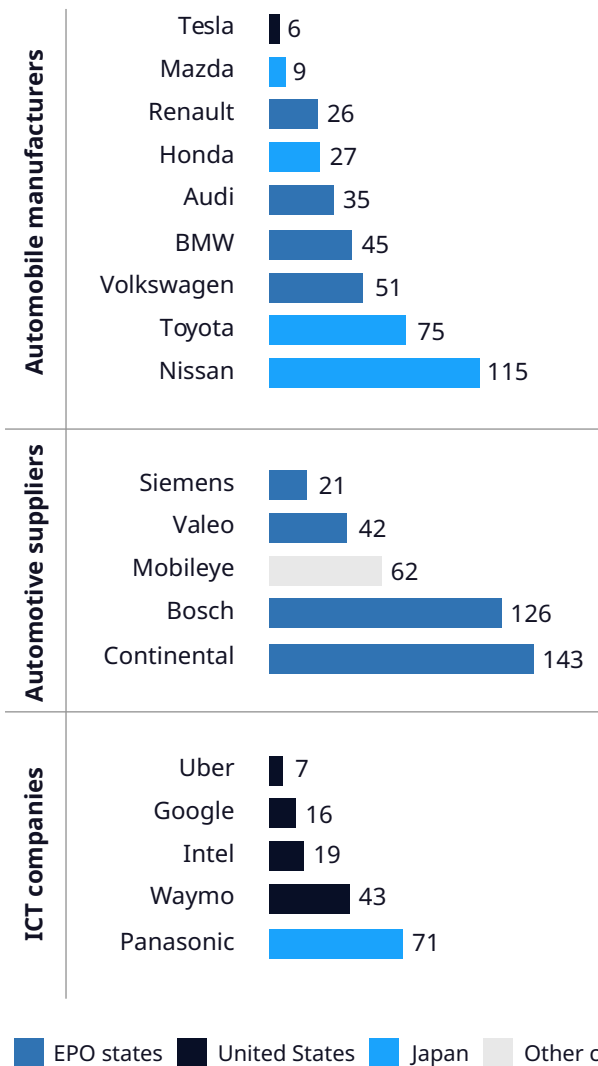


Smart Infrastructure in Action

Smart road infrastructure has been implemented in various cities worldwide. For example, in Singapore, the Smart Mobility 2030 initiative focuses on transforming the transportation landscape. It includes the use of intelligent traffic management systems, real-time traffic monitoring, and adaptive traffic signal control to optimize traffic flow and reduce congestion. In the Netherlands, the “Smart Highway” project features interactive and sustainable road concepts such as glow-in-the-dark markings, temperature-sensitive paints that indicate icy conditions, and energy-generating road surfaces. These innovative approaches improve road visibility, enhance safety, and contribute to energy efficiency.

European patent applications for object and road recognition technologies 2012 - 2021

EP applications in G06v 20/56



Among the noteworthy projects, the Brenner motorway stands out as the world's first highway, implemented in 2018, equipped with a comprehensive network of sensors for gathering data on traffic conditions and road safety. Another notable endeavor is the “Strada dei Parchi”, the first smart road initiative in Italy, featuring sensors for data collection related to traffic and safety, solar panels for lighting and signage, and a network of charging stations for electric vehicles.

These groundbreaking projects demonstrate the ongoing commitment to implementing intelligent transportation systems and leveraging technology to enhance road safety, improve traffic flow, and facilitate sustainable mobility.

Impact on the Insurance Industry

The implementation of smart road infrastructure brings about substantial ramifications for the insurance industry. Real-time data collected from sensors embedded in smart roads enables insurance companies to better assess risks and customize policies accordingly. For instance, data on traffic patterns, road conditions, and driver behavior can inform insurance premiums, rewarding safe drivers and reducing risks. Moreover, smart roads enhance road safety by detecting and alerting drivers about potential hazards. This proactive risk management approach reduces the frequency and severity of accidents, leading to fewer claims and improved loss ratios for insurers. Furthermore, with the advancement of autonomous vehicles, smart roads are key in supporting the emergence of self-driving technology. Insurance companies can adapt their policies to cater to the unique risks and coverage requirements associated with autonomous vehicles, ensuring the smooth integration of this technology into urban environments.

While Smart Infrastructure has achieved significant technological advancements, there remains a crucial aspect to address: the development of solutions that connect directly the vehicles with the smart infrastructure. However, the recent progress in autonomous driving cars, which seamlessly interact with the surrounding environment, holds the potential to create a more conducive environment for integrating infrastructures and users. This progress opens up opportunities for enhanced connectivity and a more seamless integration of smart infrastructure with user-centric technologies.

Smart Buildings

Definition and Benefits

Smart Buildings refer to structures that leverage advanced technologies and connectivity to optimize their operations, energy efficiency, and occupant experience. These buildings integrate various systems, such as lighting, HVAC (Heating, Ventilation, and Air Conditioning), security, and occupancy sensors, into a centralized network that enables monitoring, automation, and data-driven decision-making. The benefits of smart buildings are numerous. They enhance energy efficiency, reducing operational costs and environmental impact. Smart buildings also improve occupant comfort and productivity by providing personalized control over lighting, temperature, and other environmental factors. Additionally, they enhance safety and security through advanced surveillance systems, access control, and emergency response capabilities. Overall, smart buildings contribute to sustainable urban development, cost savings, and enhanced user experiences.

Smart Buildings in Action

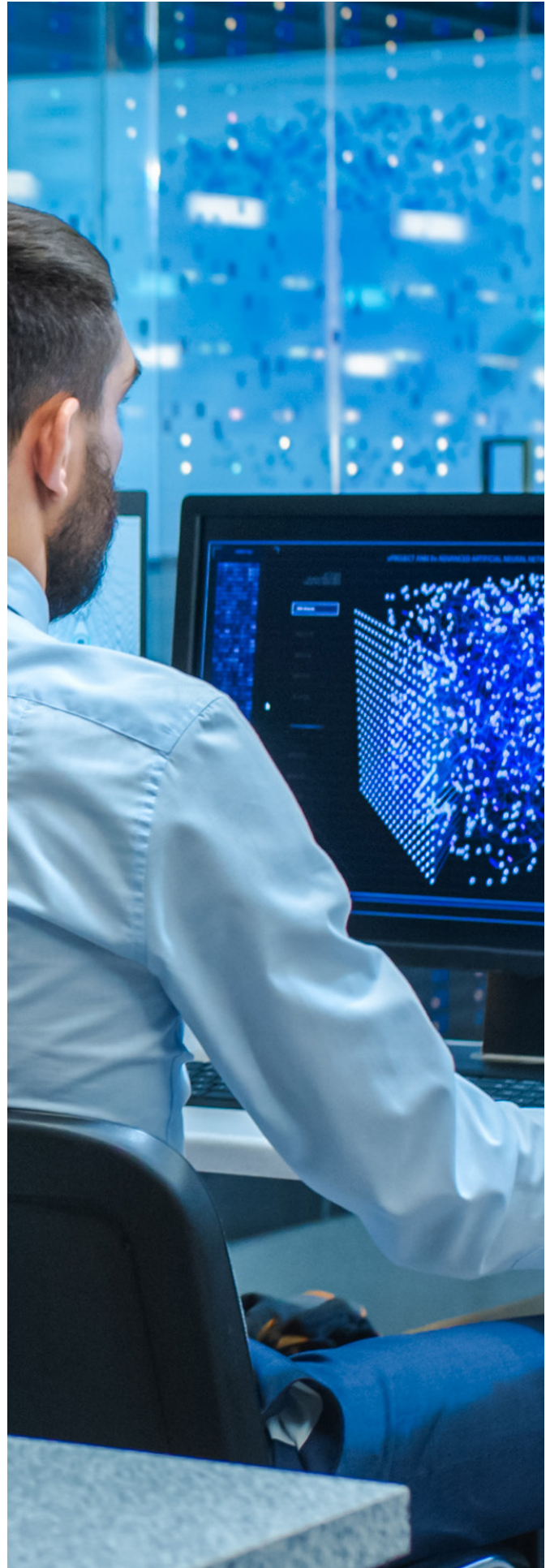
Smart buildings have been implemented in various locations globally. For example, The Edge in Amsterdam, Netherlands, is renowned as one of the most sustainable and technologically advanced office buildings. It features an array of sensors that monitor occupancy, temperature, lighting, and energy usage, allowing for optimal resource allocation and a highly efficient work environment. In Barcelona, Spain, the Media-TIC building incorporates smart technologies for energy management, automated shading, and occupant comfort control. The building utilizes advanced data analytics to optimize energy consumption and foster a pleasant working atmosphere.



Impact on the Insurance Industry

The integration of sensors and monitoring systems in smart buildings provides valuable data that can be leveraged by insurance companies for risk assessment and mitigation. For instance, data on occupancy, security systems, and fire detection can inform insurance premiums and help identify potential vulnerabilities. Moreover, smart buildings contribute to risk prevention and damage mitigation. The implementation of advanced surveillance and monitoring systems can help detect incidents such as fires or water leaks in real-time, enabling swift response and minimizing losses. Insurance companies can incentivize the adoption of smart building technologies by offering specialized coverage and reduced premiums, encouraging building owners to invest in risk-reducing measures. Smart buildings ultimately enable insurers to tailor policies, improve risk management, and enhance overall portfolio performance.

In the realm of Smart Buildings, the technology has reached an advanced state. The adoption of smart building solutions is directly correlated with the pace of new construction projects, as these technologies are primarily integrated into newly constructed buildings. So cities with a rapid pace of construction will embrace these advanced solutions at an accelerated rate.



Smart Transportation

Definition and Benefits

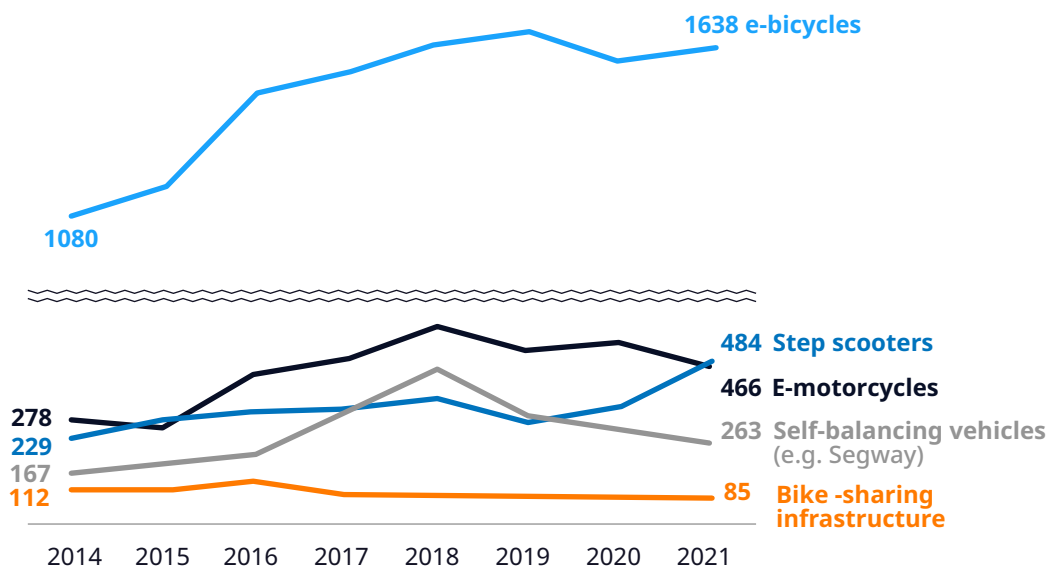
Smart Transportation, encompassing various forms of mobility services such as car-sharing, bike-sharing, scooter-sharing, public transport, and city helicopters, refers to the integration of technology and data-driven solutions to enhance urban mobility. These smart transportation options offer convenient and sustainable alternatives to traditional modes of transportation. The benefits are significant. Car-sharing reduces the need for private car ownership, easing traffic congestion and parking challenges while promoting resource efficiency. Bike-sharing and scooter-sharing provide flexible and environmentally friendly options for short-distance travel, reducing carbon emissions and promoting active lifestyles. Public transport systems offer efficient and accessible mobility for the masses, reducing the reliance on private vehicles. City helicopters, although less common, provide rapid and efficient transportation for specific use cases. Smart transportation options contribute to improved air quality, reduced congestion, and enhanced overall urban mobility.

Smart Transportation in Action

Various cities around the world have implemented smart transportation solutions to improve mobility. For instance, in Paris, France, the Velib' bike-sharing system has become a popular mode of transportation, with thousands of bikes available for short-term rental throughout the city. Similarly, Lime, a prominent scooter-sharing service, operates in multiple cities worldwide, including European capitals like Berlin and Madrid. In terms of public transport, cities like London and Berlin have integrated contactless payment systems, real-time transit information, and efficient multimodal connections to enhance the passenger experience. Moreover, city helicopters, such as those used in New York City for executive transportation, provide a time-saving alternative for specific needs.

European patent applications for light mobility technologies

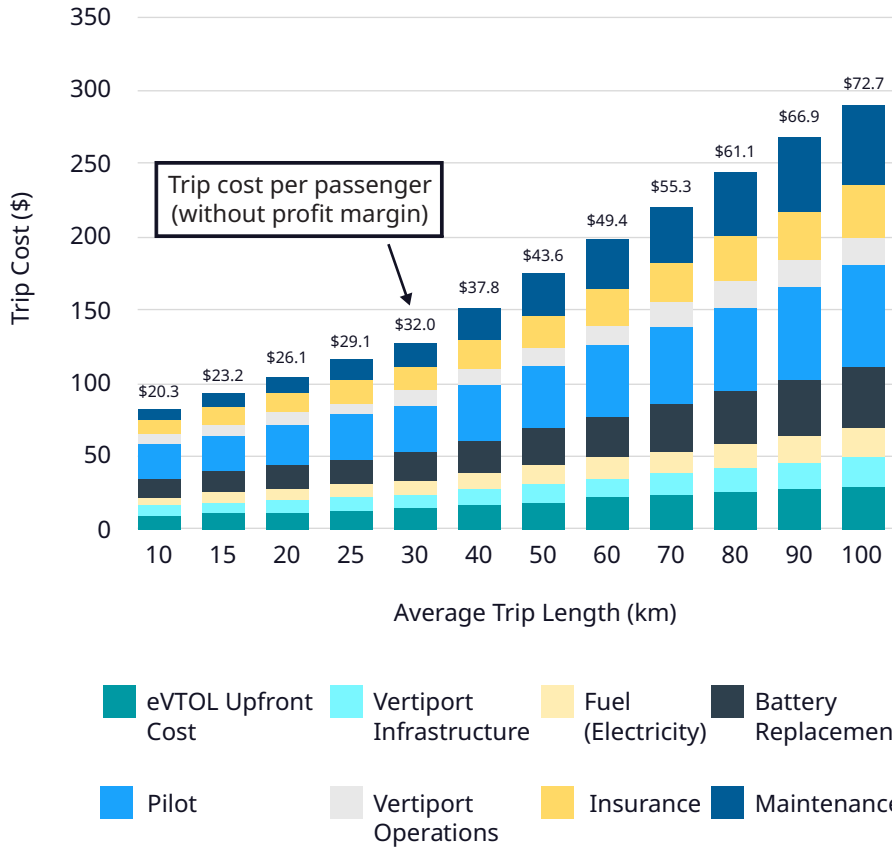
2014 - 2021



Year of A -publication; typically ca 18 months after filing data

During the 2026 Olympic Games in Milan, Italy, a remarkable transportation innovation will be introduced as disruptive service: air taxis allowing swift travel across the city, bypassing traffic congestion. Sea and Skyports have undertaken a comprehensive plan to establish a network

of launch sites for a futuristic shuttle taxi service. These air taxis, known as “eVTol,” represent the cutting edge of air mobility. Combining features of both small planes and helicopters, these electric aircraft enable vertical take-off and landing, revolutionizing urban transportation.



Impact on the Insurance Industry

As car-sharing, bike-sharing, and scooter-sharing services become more prevalent, insurance companies must adapt their policies to cover the unique risks associated with these modes of transportation. Additionally, the usage of public transport and smart mobility services can influence insurance offerings and pricing models. For example, data collected from shared mobility platforms can be utilized to personalize insurance premiums based on usage patterns and driver behavior. Furthermore, as smart transportation options contribute to reducing the number of private vehicles on the road, insurance companies may need to reassess their risk portfolios and coverage offerings. The emergence of city helicopters introduces new insurance considerations specific to air transportation. Overall, the

insurance industry must stay agile and responsive to the evolving landscape of smart transportation, incorporating new technologies and risk profiles into their products and services.

In the realm of Smart Transportation, technology has reached an advanced state and demonstrated successful integration with urban environments. The speed of customer adoption has been notably high, indicating a strong demand for smart transportation solutions. The only limitation lies in generating sufficient supply, both in terms of quantity and quality, to meet the needs of all customers. Once this challenge is overcome, the transportation landscape within cities will undergo a transformative revolution, significantly improving mobility and efficiency.

Smart Healthcare



Definition and Benefits

Smart Healthcare refers to the integration of advanced technologies and data-driven solutions in the healthcare sector to enhance medical services, improve patient outcomes, and optimize healthcare delivery. It involves the use of technologies such as artificial intelligence, Internet of Things (IoT), telemedicine, and electronic health records. The benefits of smart healthcare are significant. It improves the efficiency and accessibility of healthcare services by enabling remote patient monitoring, virtual consultations, and digital health platforms. Smart healthcare solutions also enhance diagnosis accuracy, treatment effectiveness, and patient safety through data analytics and predictive modeling. Additionally, it facilitates personalized medicine, preventive care, and population health management. Overall, smart healthcare empowers healthcare professionals, enhances patient experiences, and contributes to better healthcare outcomes.

Smart Surveillance in Action

Smart healthcare initiatives have been implemented in various parts of the world. For instance, almost all European countries in recent years have established a comprehensive digital health infrastructure that allows citizens to access their medical records, schedule appointments, and receive e-prescriptions. This digital ecosystem improves healthcare efficiency and patient experience. Another example is the Netherlands, where telemedicine platforms and remote monitoring systems are extensively used to deliver healthcare services to remote areas and support home-based care for chronically ill patients. In Barcelona, Spain, the Mobile World Capital Barcelona Foundation has collaborated with healthcare providers to develop smart healthcare projects focused on remote patient monitoring, wearable devices, and digital health solutions.

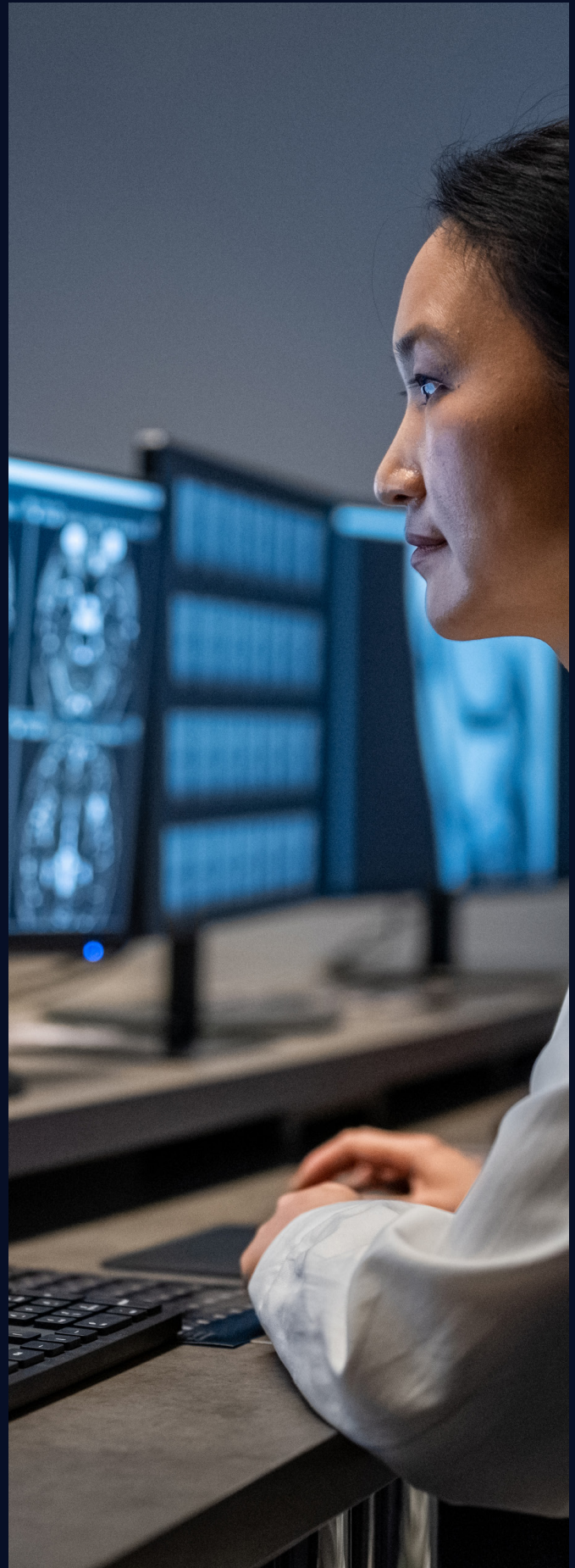
The forefront of healthcare innovation is witnessing the emergence of several startups, including notable Italian ones. Among them is Clingo, which offers a diverse range of tests to cater to various needs. These tests can be conveniently conducted at home by patients, utilizing samples that are shipped on the same day in pre-printed envelopes. Within 48 hours of reaching the laboratory, completely anonymous analysis reports are delivered via

email. Examples of available tests include thyroid prevention, celiac disease, kidney and liver health, heart health, stress levels, fertility, check-ups, intolerances, and HIV screenings.

In England, the “Panacea” platform has emerged, leveraging advanced technologies such as Artificial Intelligence (AI) and machine learning. This innovative platform assesses patients and reads their vital signs through the camera of a mobile phone or computer, providing an end-to-end integrated experience for analysis. Each video consultation collects over 30 data points, which are analyzed by medical and scientific teams on a daily basis. These teams continuously work on developing new solutions to enhance patients’ quality of life within a sustainable economic model. The introduction of such groundbreaking startups and platforms revolutionizes the healthcare landscape by incorporating technology, convenience, and data-driven approaches.

Impact on the Insurance Industry

The adoption of smart healthcare solutions indirectly impacts the insurance industry as well. By leveraging data, insurers can assess an individual's health status, behaviors, and risk factors more accurately, leading to more tailored coverage options and incentives for healthy lifestyles. Additionally, smart healthcare technologies contribute to better health outcomes and preventive care, potentially reducing insurance claims and costs in the long run. Insurers can collaborate with healthcare providers and technology companies to develop innovative insurance products that align with smart healthcare initiatives, such as coverage for telemedicine consultations or wellness programs.



Smart Governance

Definition and Benefits

Smart Governance refers to the utilization of advanced technologies and data-driven approaches to enhance the efficiency, transparency, and citizen-centricity of governmental processes in a smart city. By harnessing technologies like Artificial Intelligence (AI), Internet of Things (IoT), and data analytics, smart governance aims to streamline bureaucracy services and facilitate meaningful citizen participation in decision-making. It enables real-time monitoring, predictive analysis, and optimized decision-making, thereby fostering efficient public service delivery, reducing administrative complexities, and promoting citizen empowerment. Through digital platforms and online portals, citizens can access government services, participate in policy discussions, and contribute to shaping their cities. Smart governance transforms traditional bureaucratic structures into agile and inclusive systems that prioritize citizen engagement, resulting in improved service delivery, reduced bureaucracy, and increased public trust in government institutions.

Smart Governance in Action

Smart governance initiatives also aim to streamline bureaucracy services and enhance citizen participation in decision-making processes. Take Estonia's e-Government system as an example. Through the implementation of digital identities and secure online platforms, Estonian citizens can access a wide range of public services, such as voting, tax filing, and healthcare management, from the comfort of their homes. This digital transformation reduces bureaucratic red tape, improves service efficiency, and empowers citizens with greater control over their interactions with the government. Similarly, in Amsterdam, the "Amsterdam Smart City" project emphasizes citizen engagement by enabling residents to contribute ideas, provide feedback, and actively participate in shaping the city's policies and initiatives through online platforms and co-creation workshops.

Impact on the Insurance Industry

The integration of bureaucracy services and citizen participation within smart governance models has modest but practical impacts also on the insurance industry. By leveraging digital platforms and data-driven insights, insurance companies can streamline policy application processes, claims management, and customer service interactions. For instance, through digital identity verification systems, insurers can authenticate customer information quickly and accurately, reducing paperwork and processing time.



The Importance of Smart Cities for the Insurance Industry

As cities become more connected and data-driven, the insurance industry is presented with unique opportunities and challenges.

Smart cities present vast opportunities for the insurance industry to enhance risk assessment, develop innovative products, and improve customer engagement. By leveraging the wealth of data and advanced technologies available in smart city environments, insurers can tailor their offerings to individual needs, promote safer and sustainable behaviors, and contribute to the resilience and well-being of urban communities.

The following points explore the importance of smart cities for the insurance industry, focusing on key applications and the resulting opportunities for insurers to innovate their products and services.



Key Applications of Smart Cities



Risk Assessment and Management: Smart cities provide vast amounts of data through sensors, IoT devices, and interconnected systems. This data can be leveraged by insurance companies to enhance risk assessment and management. For instance, real-time information on weather patterns, traffic congestion, and environmental factors can help insurers assess the potential risks associated with property, auto, and natural disaster coverage. Advanced analytics and predictive modeling enable insurers to identify high-risk areas and customize coverage accordingly.



Telematics and Usage-based Insurance: Smart cities facilitate the adoption of telematics and usage-based insurance (UBI) models. Telematics devices installed in vehicles collect data on driving behavior, enabling insurers to offer personalized premiums based on individual driving habits. This encourages safer driving practices and helps reduce accidents and claims. UBI also promotes sustainability by incentivizing eco-friendly driving behaviors and the use of alternative transportation options, such as public transit or shared mobility services.



IoT-enabled Home and Property Insurance: In smart cities, homes and properties are equipped with IoT devices that monitor various parameters such as security, energy usage, and environmental conditions. Insurance companies can leverage this data to offer customized home insurance policies, including premium discounts for homeowners implementing smart security systems or energy-efficient measures. IoT-enabled sensors can also detect and prevent potential risks such as water leaks or fires, reducing insurance claims and losses.

Opportunities for the Insurance Industry



Product Innovation: Smart cities present insurers with opportunities to develop innovative products and services that align with the evolving needs of urban dwellers. Insurance companies can introduce specialized coverage for emerging risks, such as cyber threats to smart city infrastructure or liability coverage for autonomous vehicles. By leveraging data from smart city systems, insurers can design personalized and on-demand insurance solutions tailored to individual lifestyles and risk profiles.



Partnerships with Smart City Stakeholders: Collaborations with smart city stakeholders, including city governments, technology providers, and urban planners, can lead to mutually beneficial partnerships. Insurance companies can offer risk mitigation solutions, such as data-driven insights and recommendations, to assist in smart city planning and infrastructure development. In turn, insurers gain access to valuable data and insights that inform their risk assessment and pricing models.



Enhanced Customer Engagement and Prevention: Smart cities enable insurers to engage with customers proactively and offer value-added services beyond traditional coverage. For instance, insurers can provide personalized safety tips based on real-time data, offer wellness programs to promote healthy living or integrate with smart home devices to enhance property security. By focusing on prevention and risk reduction, insurers can foster long-term customer relationships and improve customer satisfaction.

Recommendations for Insurers

To capitalize on the opportunities offered by smart city developments, insurers need to embrace innovative strategies and adopt best practices. The following points provide recommendations for insurers on how to adapt their business models and operations to effectively navigate the smart city ecosystem and maximize the potential of this emerging market.

Embrace Digital Transformation:

Insurers should prioritize digital transformation initiatives to align with the interconnected nature of smart cities. This includes upgrading legacy systems, implementing robust data analytics capabilities, and leveraging emerging technologies such as artificial intelligence and machine learning. By embracing digitalization, insurers can streamline their operations, enhance customer experiences, and leverage data-driven insights to make more informed business decisions.

Foster Partnerships and Collaborations:

To fully capitalize on smart city opportunities, insurers should foster partnerships and collaborations with various stakeholders in the smart city ecosystem. This includes forging alliances with technology providers, urban planners, city governments, and other insurance industry players. By working together, insurers can gain access to valuable data sources, share expertise, and co-create innovative solutions tailored to the specific needs of smart cities.

Develop Tailored Products and Services:

Insurers need to develop tailored products and services that address the unique risks and requirements of smart city dwellers. This includes developing coverage for emerging risks such as cyber threats, autonomous vehicles, and shared mobility services. Insurers can also offer personalized policies based on data collected from smart city systems, allowing customers to pay for coverage based on their individual usage patterns and risk profiles.

Enhance Risk Assessment and Management:

Smart cities generate vast amounts of data that insurers can leverage for improved risk assessment and management. Insurers should invest in advanced analytics capabilities to extract meaningful insights from this data, enabling them to develop more accurate risk models and pricing strategies. By embracing predictive modeling and real-time monitoring, insurers can proactively identify and mitigate risks, reducing losses and enhancing customer satisfaction.

Promote Prevention and Sustainable Practices:

Smart city initiatives prioritize sustainability and resilience. Insurers should align their offerings with these goals by promoting prevention and sustainable practices. This can include offering incentives for eco-friendly behaviors, providing risk mitigation recommendations based on real-time data, and supporting initiatives that enhance urban safety and well-being. By positioning themselves as partners in creating safer and more sustainable cities, insurers can strengthen their brand and customer loyalty.

As smart cities continue to evolve, insurers must adapt their strategies and operations to capitalize on the opportunities presented by this transformative trend. By staying agile, innovative, and customer-centric, insurers can not only thrive in the era of smart cities but also contribute to building resilient, sustainable, and inclusive urban environments.

Key Challenges for Insurers

As smart cities continue to evolve, it is crucial for insurers to stay ahead of emerging technologies, trends, and challenges to seize the opportunities that lie ahead. The following points examine the challenges and opportunities that the insurance industry will encounter in this dynamic environment.



- **Data Privacy and Security**
With the increasing reliance on data-driven solutions, data privacy and security will become paramount. Insurers must navigate the complex landscape of data protection regulations and invest in robust cybersecurity measures to ensure the integrity and confidentiality of sensitive customer data.
- **Customization and Personalization**
As smart cities enable a hyper-connected environment, customers will expect personalized insurance solutions. Insurers must harness data analytics and AI technologies to tailor products and services to individual needs, preferences, and risk profiles.
- **Collaborative Ecosystems**
Future smart cities will rely on collaborative ecosystems involving multiple stakeholders. Insurers must actively engage with city governments, technology providers, and other industry players to foster partnerships and co-create innovative solutions that address the evolving needs of smart cities.
- **Changing Risk Landscape**
The emergence of new technologies, such as autonomous vehicles and drone delivery, will reshape the risk landscape. Insurers must adapt their underwriting practices and develop specialized coverage options to address emerging risks and liabilities associated with these technologies.

Conclusion

The future of smart city development holds immense potential and challenges for the insurance industry. By embracing emerging technologies, leveraging data analytics, and collaborating with stakeholders, insurers can seize opportunities to develop innovative products and services that cater to the evolving needs of smart cities. However, it is crucial for insurers to navigate data privacy and security concerns, personalize offerings, and adapt to the changing risk landscape. By proactively addressing these challenges, insurers can position themselves as trusted partners in the sustainable and resilient cities of the future.



Key Takeaways

1. The ongoing global urbanization trend has spurred the rise of smart cities as a response to the opportunities and challenges it presents. Smart city development has experienced remarkable growth, with the global market valued at \$1,090.64 billion in 2021, projected to reach \$6,965.02 billion by 2030.
2. Smart cities encompass a diverse array of applications, from Smart Surveillance for heightened security to Smart Infrastructure enhancing transportation efficiency, Smart Buildings optimizing spaces, Smart Transportation revolutionizing mobility, Smart Healthcare delivering efficient medical services, and Smart Governance promoting transparency.
3. Smart cities guide in a new era of innovation for the insurance industry. These dynamic urban environments offer insurers three key avenues for growth and transformation. Product innovation allows insurance companies to craft tailor-made solutions that cater to city dwellers' ever-evolving needs, forge partnerships with smart city stakeholders, and enhance customer engagement and prevention strategies.
4. Insurers face a dynamic landscape teeming with challenges and opportunities. Data privacy and security loom large, with stringent regulations demanding robust cybersecurity. The hyper-connected smart cities of the future will necessitate the personalization of insurance solutions, calling for data analytics and AI to tailor offerings. Collaboration within expansive ecosystems is key, with insurers engaging city governments, tech providers, and industry players.
5. The ever-changing risk landscape, driven by emerging technologies like autonomous vehicles and drone delivery, demands insurers adapt their underwriting and coverage strategies. Staying at the forefront of technology, regulation, and customer expectations is the insurance industry's passport to success in the smart cities of tomorrow.

References

1. United Nations, "World Urbanization Prospects 2018" <https://population.un.org/wup/>
2. Grand View Research, "Smart Cities Market Size, Share & Trends Analysis Report" <https://www.grandviewresearch.com/industry-analysis/smart-cities-market>
3. International Labour Organization, "COVID-19 and the world of work: Impacts and responses" https://www.ilo.org/wcmsp5/groups/public/---dgreports/---dcomm/documents/briefingnote/wcms_745963.pdf
4. Digital Innovation Observatory in Health, Milan Polytechnic School of Management, Italy
5. Smart City Observatory, Milan Polytechnic School of Management, Italy
6. Smart Cities Council <https://smartcitiescouncil.com/>
7. United Nations - Smart Sustainable Cities <https://sdgs.un.org/topics/smart-sustainable-cities>

Autori



Livio Almanza

Head of Insurance Consulting
at NTT DATA Italy



Davide Lonoce

Executive Manager
at NTT DATA Insurance Italy



Carlo Foce

Lead PMO
at NTT DATA Insurance Italy

NTT DATA

NTT DATA – a part of NTT Group – is a trusted global innovator of IT and business services headquartered in Tokyo. We help clients transform through consulting, industry solutions, business process services, IT modernization and managed services. NTT DATA enables clients, as well as society, to move confidently into the digital future. We are committed to our clients' long-term success and combine global reach with local client attention to serve them in over 50 countries.

Visit us at nttdata.com.

