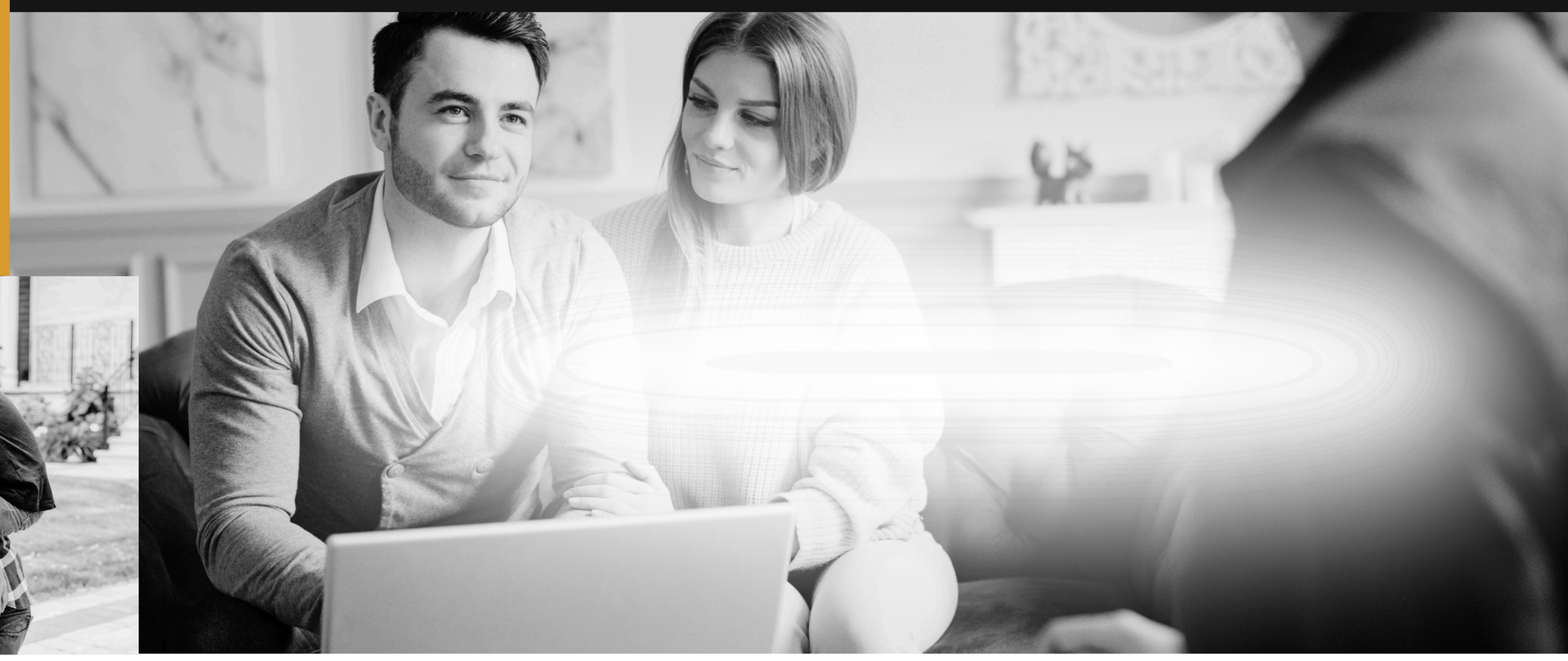
Leap Great

CUSTOMER SUCCESS STORY



How a European Insurance Group Launched Two Joint Ventures on Time with Full SAP Enablement

A leading European insurance group expanding into Southeast Asian markets needed to stand up two new joint ventures on aggressive timelines. Success required deploying new systems, coordinating with joint-venture partners, and launching end-to-end insurance operations quickly.

Using early versions of FrontLoad™, guided by the team that would later found LeapGreat, the organization adopted a system-first delivery strategy, giving business teams immediate access to configured SAP environments.

Strategic Clarity from the Outset

The implementation covered the entire operational stack:

- Front office: CRM, quotation, underwriting, and commissions.
- Middle office: policy management, claims, billing, and payments.
- Back office: financials, HR, procurement, analytics, and planning.

Rather than start with abstract blueprinting, the team used a system-first strategy. Business users could immediately interact with their environment and validate the operating model using real data.

Speed, Precision, and Confidence

Both joint ventures went live in just five months with:

- Two insurance products launched in the Philippines.
- Six insurance products deployed in Vietnam.

The teams saw real system behavior from the beginning, enabling quick localization, regulatory alignment, and test-driven refinement. This removed guesswork and kept the program tightly on track.

For more information on how the FrontLoad™ approach can benefit your organization, visit our website: www.LeapGreat.com.

To learn more about this case study, watch the 30-minute video.

From Joint-Venture Complexity to Operational Certainty

These results weren't achieved by compressing timelines alone—they were made possible by radically reordering how the system was delivered. By giving stakeholders early access to their configured environments, the program avoided the late-stage surprises that derail many international SAP rollouts.

LeapGreat now delivers that same system-centric strategy through a SaaS platform, helping insurers and global enterprises manage complexity with confidence. This client's experience shows what becomes possible when implementation starts from execution, not theory.