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**Data Survey Definitions**

**Artificial Intelligence/Machine Learning (AI/ML)**

AI/ML describes an automated process in which a system begins recognizing patterns without being specifically programmed to achieve a pre-determined result.  This is different from a standard algorithm in that an algorithm is a process or set of rules executed to solve an equation or problem in a pre-determined fashion.  Evolving algorithms are considered a subset of AI/ML.

**Artificial Intelligence / Machine Learning Systems include:**

* Systems that adapt and adjust to new data and experience without manual human intervention.
* Systems that arrive at results for which the outcomes and the stepwise approach toward the outcomes were not configured in advance by a human programmer.
* Systems that dynamically respond to conditions in the external environment without the specific nature of such responses being known in advance to the designers of the systems.
* Systems that utilize neural networks and/or deep-learning algorithms, such as supervised, semi-supervised, and unsupervised learning algorithms.
* Systems that engage in automatic speech recognition, facial recognition, image recognition, text recognition, natural language processing, generation of customer-specific recommendations, automated customer communications (e.g., chatbots with non-preprogrammed prompts), autonomous or semi-autonomous vehicle operation or data gathering, or any other approach that does not require either preprogramming or a manual human intervention in every instance of an action or decision.
* Systems that automatically generate adaptive responses based on interactions with a consumer or third party.
* Systems that determine which data elements to rely upon, in a non-preprogrammed fashion, among a variety of possible alternatives.

**Artificial Intelligence / Machine Learning Systems are not:**

* Static “scorecards” that deterministically map consumer or other risk characteristics to treatments or decisions. (However, an AI/ML system may use the output of such static “scorecards” as input data for the AI/ML system to consider.)
* Systems with solely preprogrammed decision rules (e.g., “If A, then B” applied invariably in all situations).
* Tables of point or factor assignments in rating plans.
* Static ratemaking and/or predictive-modeling methodologies, including linear regression, generalized linear modeling (GLM), or generalized additive modeling (GAM).
Purely informational static databases, such as databases used to obtain reference amounts for claim settlements, or static databases pertaining to consumer characteristics or experience, regardless of the amount of information in the database.  However, if AI/ML is used to create a static predictive model, that AI/ML system is considered within the scope of this survey.
* Deterministic “phone trees” that navigate consumers through pre-recorded voice prompts.
* Any approach that an insurer could have realistically utilized in the year 2000 or prior.

**AI/ML Use Descriptions and/or Explanations**

* **Rating:** AI/ML Uses
	+ Rating Class Determination: Decisions regarding which insureds to place within which rating category and which criteria to use to establish a given rating category.
	+ Price Optimization: As defined in the NAIC Casualty and Actuarial Statistical (C) Task Force white paper: <https://www.naic.org/documents/committees_c_catf_related_price_optimization_white_paper.pdf>
	+ Retention Modeling: Estimation of the effects of a particular insurer-initiated rate change on the decisions of existing insureds to remain with the insurer.
	+ Numerical Relativity Determination: Decisions regarding which quantitative rating factor to assign to a particular rating category.
* **Underwriting:** AI/ML Uses
	+ Automated Approval: Approving an application without human intervention on that particular application.
	+ Automated Denial: Denying an application without human intervention on that particular application.
	+ Underwriting Tier Determination: Decisions regarding the criteria to use to establish specific named or numbered categories (called tiers) which utilize combinations of attributes that affect an insurer’s underwriting decision.
	+ Company Placement: Decisions regarding which of several affiliated companies within an insurance group will accept an individual risk.
	+ Input into Non-Automated Approval Decision: Providing data, analysis, or recommendations regarding a decision to approve an application in a situation where a human decision-maker still has the ability and responsibility to affirmatively consider this information and make a decision independently of the AI/ML system. In this situation, the AI/ML system cannot automatically approve the application, and protocols exist that ensure that each recommendation from the AI/ML system is actively reviewed and not adopted by default.
	+ Input into Non-Automated Denial Decision: Providing data, analysis, or recommendations regarding a decision to deny an application in a situation where a human decision-maker still has the ability and responsibility to affirmatively consider this information and make a decision independently of the AI/ML system. In this situation, the AI/ML system cannot automatically deny the application, and protocols exist that ensure that each recommendation from the AI/ML system is actively reviewed and not adopted by default.
	+ Automate Processing Thru the Agency Channel: Enabling agencies to receive certain information about applicants automatically without specifically requesting that information and/or to provide quotes to the applicants and/or recommend a decision regarding the application to the agent without being based on preprogrammed decision rules.
* **Claims:** AI/ML Uses
	+ Claim Approval: Approving a claim without human intervention on that particular claim.
	+ Claim Denial: Denying a claim without human intervention on that particular claim.
	+ Determine Settlement Amount: Recommending which amount to offer to a claimant in order to resolve the insurer’s obligations on the claim.
	+ Claim Assignment Decisions: Recommending which adjusters are assigned to which claims.
	+ Informational Resource for Adjusters: Providing facts, data, and analysis to claim adjusters without recommending a decision or limiting the adjusters’ authority over handling the claim.
	+ Evaluation of Images of the Loss: Analysis of photographic, video, or other visual evidence pertaining to a potentially insured loss in order to extract facts relevant to an insurer’s decision and/or provide guidance and recommendations based on the information obtained in this manner.
* **Fraud Detection:** AI/ML Uses
	+ Fast Tracking of Likely Non-Fraudulent Claims: For claims that are identified to be at a low risk of fraud, establishing a rapid process for approving and paying those claims without further scrutiny or follow-up with the claimant.
	+ Referral of Claims for Further Investigation: For claims that are identified to be at a higher risk of fraud or other potential issues that affect the legitimacy of those claims, determining that those claims should be assigned to investigators for a more intensive and human-driven review process.
	+ Detect Medical Provider Fraud: Identification of claims where medical providers may have submitted inappropriate or questionable amounts for reimbursement.
	+ Detect First-Party Liability: Identification of potential situations where a first-party insured may have been at fault for a claim and/or may have misrepresented information to the insurer.
	+ Detect Third-Party Liability: Identification of potential situations where a third-party claimant may have been at fault for a claim and/or may have misrepresented information to the insurer.
* **Marketing:** AI/ML Uses
	+ Targeted Online Advertising: Determination of which individuals on the Internet should receive or see which advertisements from the insurer.
	+ Identification of Recipients of Mail or Phone Advertising: Determination of which individuals would be desirable recipients or an insurer’s advertisements via the telephone or physical mail.
	+ Provision of Offers to Existing Customers: Determination of which customers should be notified of new insurance products, discounts, options to be written in a different book of business, or any other benefit or favorable treatment that the insurer seeks to extend.
	+ Identification of Potential Customer Groups: Determination regarding which consumer sub-populations could become additional likely customers of the insurer and/or benefit from the insurer’s products and services.
	+ Demand Modeling: Identification of consumers’ needs for and interest in specific types of insurance and insurance products that the insurer is offering or whose development or sale the insurer may be considering or exploring.
	+ Direct Online Sales: Selling insurance policies to consumers through a direct Internet-based channel in a manner that does not rely solely on preprogrammed decision rules.
* **Loss Prevention:** AI/ML Uses: With advances in technology, the loss-prevention function is likely to grow in importance as insurers strive to improve their results not only through efforts at risk selection and matching the rate to the risk, but also through reducing the probability that the underlying insured losses would occur in the first place. Possible uses of artificial intelligence in loss prevention for private passenger automobile insurance may include, but are not limited to, the following:
	+ Identification of High-Risk Customers: The goal of such identification in a loss-prevention context is not to make an underwriting or rating decision, but rather to recognize which specific customers may benefit most from loss-prevention advice and mitigation techniques that the insurer may be able to provide, thereby reducing such customers’ frequency and/or severity of losses. For example, an AI/ML system might determine that certain households with youthful drivers are more likely to benefit from risk-mitigation advice and other approaches.
	+ Risk-Mitigation Advice to Consumers: Artificial intelligence systems might be used to target messaging to consumers based on specific risks identified for a given policy. For example, in a household with youthful drivers, AI/ML-targeted messaging and incentives could focus on ways those drivers could gain experience in a low-risk manner and drive more carefully in day-to-day context. For households in mountainous areas, AI/ML systems could provide targeted advice about safe driving in rugged terrain.
	+ Determination of Advance Payments: In many situations, small payments issued at or shortly after the time of loss, prior to the full adjustment of the claim, can help the insured or third-party claimant prevent much larger amounts of damage that would otherwise greatly raise the costs of the claim for the insurer. In a private passenger automobile context, examples could include, but are not limited to, (i) making a payment for minor repairs that restore the vehicle to a drivable condition, whereas the insured and/or insurer would have otherwise needed to spend much more money to rent another vehicle or to pay for storage of a non-functional vehicle; (ii) making a payment for prompt, inexpensive medical treatment of a claimant, which could prevent the emergence of a longer-term, chronic, and much more costly health condition; or (iii) making a payment for expenses related to towing an insured’s or claimant’s vehicle away from the scene of the accident and reasonable costs of storage for the vehicle until the insurer or vehicle owner are able to gain possession of the vehicle. In the absence of such prompt payments, vehicles at towing-company storage yards may accumulate significant charges for which the insurer may ultimately become responsible.

**Data Use Definitions**

1. Criminal Convictions (exclude auto-related convictions)
2. Demographic (age, gender, address, marital status, other non-behavioral attributes of a consumer or population attributes of an area)
3. Driving Behavior (tickets, years of driving experience, annual miles driven)
4. Education (level of education, GPA)
5. Vehicle-Specific Data (type of vehicle(s) driven or owned, history of the vehicle(s), value of contents inside the car)
6. Facial Detection / Recognition / Analysis (picture to confirm identity, estimate biological age or gender of the consumer)
7. Geocoding (latitude and longitude coordinates of a physical address)
8. Natural Catastrophe Hazard (frequency and severity of natural hazards)
9. Job Stability (current employment, length of employment at prior employers, unemployment)
10. Income (annual income, income source)
11. Occupation
12. Personal Financial Information (net worth, type of bank account or credit account, number of bank accounts or credit accounts, available credit, payment history data)
13. Loss Experience (claim history for PPA, claims from other lines of insurance)
14. Medical (medical history, medical condition, prescription data, lab data)
15. Online Media (web searches, online purchases, social media activities)
16. Telematics (time-of-day driving data, location of driving data, braking data, acceleration data, maximum spend, turn speed)
17. Voice Analysis (speed, pitch, volume)]
18. Consumer or Other Type of “Score”: A numeric value generated based on a combination of any underlying attributes or behaviors of the consumer, insured risk, or any items considered by the insurer to be relevant to the consumer or insured risk. Scores are computed using deterministic algorithms or models which are not themselves considered to be AI / ML systems. Inquiries in this survey regarding such scores seek to understand whether these scores are used as input data elements within AI / ML systems.
19. Other

**Data Use Tab Example**

Example:

* + **ROW 3:** Rating Section: Put a “Y” in the box for every category of data used in an AI/ML system for a Rating use.
	+ **ROW 3:** For columns S and T, put a “Y” in the box IF a consumer score for a category not specified in columns B – R is being used and put a “Y” in the box if some type of “Other: Non-Traditional Data Elements” are being used not specified in columns B – R.
	+ **ROW 4:** Put a Y in the box for every category of data used in an AI/ML system for Rating use that is a derived “score” representing that data category (for example, a consumer “education” score or a driving behavior “telematics” score.
	+ **ROW 5:** For each category of data element used in an AI/ML system (where there is a “Y” in the box), indicate whether it is sourced internally (I), externally (E) or both internally and externally (B). This pertains to data elements, not “scores”.
	+ **ROW 6:** If Row 5 indicates “E” for externally sources or “B” for sources internally and externally, list the vendor.
	+ **ROW 6:** In column S, if in Row 5 for column S there is either an “E” or “B”, indicating consumer or other “scores” used are sourced externally or both internally and externally, list the score data providers.

**Other AI/ML Use Descriptions:**

* What is the difference between a Proof of Concept (POC) and a Prototype?

A Proof of Concept (POC) is a small exercise to test the design idea or assumption. The main purpose of developing a POC is to demonstrate the functionality and to verify a certain concept or theory that can be achieved in development. Prototyping is a valuable exercise that allows the innovator to visualize how the product will function. A prototype is a working interactive model of the end-product that gives an idea of the design, navigation, and layout.  While a POC shows that a product or feature can be developed, a prototype shows how it will be developed.