

## Press release

### **Octo North America appoints Geoff Werner as Americas' Country Manager to lead next phase of growth as IoT for Insurance gathers pace**

#### **Nino Tarantino, Octo North America CEO, exits**

*Octo North America, the no.1 provider of insurance telematics to the Insurance industry, has appointed Geoff Werner as Americas' Country Manager to succeed Nino Tarantino.*

**Fabio Sbianchi, Group CEO and co Founder of Octo Telematics** said "Nino started Octo in North America. His entrepreneurial leadership in our early years helped establish the Telematics industry and create positive traction in the market. The market is now maturing and we face a different set of challenges in driving increased adoption together with industrialised service provision for our customers. As such Nino has decided to explore fresh challenges and the Board and I wish him every success in the future."

"I've really enjoyed my time at Octo Telematics where I had the opportunity to work with a world class team and the decision to leave was not an easy one," said **Nino Tarantino**. "My passion is taking a start-up through hyper growth, and we've done that with Octo North America, so it's time for me to focus my sights on my next venture."

Insurance Telematics and Connected Car Services are emerging fast in North America with 2.1m UBI policies according to Ptolemus Consulting. With the transition from static data-based insights to dynamic data driven intelligence, Octo has invested substantially in creating a Next Generation Platform that combines all of the facets required for the IOT together with use cases dedicated to the insurance, automotive and mobility industries to drive future growth.

With this in mind, Geoff Werner has been appointed Americas' Country Manager to lead this next phase of growth in addition to his role as Vice President DriveAbility & Consulting. Fabio Sbianchi comments "Geoff is an industry pioneer and since 2008 has led much of the thinking in the Insurance Telematics space. Octo acquired the UBI assets of Willis Towers Watson in December 2017 and this appointment begins the process of fully integrating the Driveability and Consulting team into the Octo business. Geoff's knowledge of data analytics, scoring and technology

right across the Insurance value chain will allow us to deliver more value for our customers whilst continuously innovating.”

**Geoff Werner** added “as an Actuary and having spent my career in the insurance industry, I am incredibly excited by the opportunities in front of us and the wider transformational impact that data led analytics is having for our customers. The Octo offering is stronger than ever and combining our global expertise in crash and claims with our technology ecosystem will help drive our customers’ success.”

**ENDS**

Notes to editors

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### **About Octo Telematics**

Octo is the number 1 global provider of telematics and data analytics solutions for the auto insurance industry. Founded in 2002, Octo is one of the pioneers of the insurance telematics industry. Today, Octo is the largest and most experienced insurance telematics company in the world, transforming auto insurance through behavioural, contextual and driving analytics for more than 100 partners.

Octo has more than 5.6 million connected users and the largest global database of telematics data, with over 207 billion miles of driving data collected and 447,000 crashes and insurance events analyzed (as of 30 June 2018).

Octo applies proprietary algorithms to this market-leading database to deliver powerful new insights into driver risk, informing solutions that benefit both auto insurance companies and policyholders.

The company is headquartered in Rome, with offices in Boston, London, Stuttgart, Madrid, and Sao Paulo. <http://www.octotelematics.com/>