

Company: Migdal Group, Tel-Aviv, Israel

Nomination Submitted by: Carmel Pacific

Company Description: Migdal Group has been a leading Israeli financial and insurance provider since 1934. With over US \$90B in managed assets and 2.5 million customers, Migdal offers a range of insurance and financial products including life insurance, health insurance, pensions, and investments. Migdal focuses on providing financial management and economic security and driving insurtech innovations that improve CX.

Nomination Category: Individual Categories

Nomination Sub Category: Mentor of the Year

Nomination Title: Moshe Morgenstern, Deputy CEO and CIO

1. Provide an essay of up to 650 words describing the worthy activities and achievements of the nominated individual since the beginning of 2023:

Total 649 words used.

Moshe Morgenstern is a visionary business executive renowned for connecting strategy with technology. Equally important, he's known for his profound impact as a mentor. With over two decades as a successful CIO and participant in insurtech and fintech communities, he has become an invaluable guide and advocate for emerging leaders. Entrepreneurs seek his guidance to refine their value propositions and leverage technology for tangible results. His commitment to mentorship extends to promoting organizational openness, and fostering idea exchange and innovation within his teams and the startups he advises.



STARTUP MENTORSHIPS FUEL INNOVATION

Moshe's open innovation approach to mentoring startups has resulted in successful innovations, including:

2-minute Loans with Open-Finance.ai:

Moshe led Migdal to become the first Israeli insurer to embrace open finance by implementing a partnership with Open-Finance.ai. This award-winning project accelerates the application process for loans against savings with consented data access, and provides faster approvals with near-instantaneous funding. Since launching in February 2024, the number of documents an applicant needs to upload has been reduced by 90%. Loan closing times have significantly decreased by 80%. Processes using open finance technology benefit from 100% accuracy, and fraudulent applications have been eliminated to zero.

https://youtu.be/d_7LwGe2Ulw

Data Security with SpecterX:

Organizations often have to choose between productivity and data security. But Moshe deployed an agentless cybersecurity solution—in partnership with startup SpecterX—that delivers both. It enforces detailed access controls and protects files even after download, including those shared via email or USB. With no software installation required, it's seamless for customers, partners and regulators. With this solution, Migdal has full visibility into global data movement, can revoke access instantly—even to offline files—and receives alerts if former employees attempt access. The system also prevents unauthorized use by locking or tracking confidential documents in real time.

AI-Debt Collection with WiserPay:

The WiserPay POC is an AI-driven, empathetic debt-collection innovation that transformed what was once a manual, cumbersome process into a personalized, customer-centric experience. Deploying the Wiserpay AI engine on a portfolio of previously written-off debts 1 million NIS / ~US \$330K from 1,600 accounts, the pilot—launched in September 2024—achieved a remarkable 60% recovery rate versus the 10% target in just three months and engaged over 80% of debtors. Notably, 90% of participants reported satisfaction in surveys, and the initiative is now being scaled across Migdal's entire operations, delivering higher collections, lower cost-to-recover, and improved customer retention.

GLOBAL INFLUENCER:

Moshe is a fierce connector, linking startups with international insurance leaders, giving them a global edge by providing them with access to industry leaders. Moshe spearheaded the creation of IBM Alpha Zone accelerator, a program that united eight leading global insurers Allianz, State Farm, AustralianSuper, Swiss RE, etc. to provide guidance to approximately 20 selected startups.

LOCAL INSURTECH, FINTECH AND STARTUP INVOLVEMENT:

Beyond global impact, Moshe champions the local insurtech, fintech and startup scenes. He actively supports [InsurTech Israel](#), [The Israeli Fintech Center](#), [Unistream](#), [Mamram Alumni Association](#), and [FinTLV](#) – fueling Israeli innovation and empowering the next generation of entrepreneurs.

QUOTES:

"I've known Moshe Morgenstern for nearly ten years and have witnessed his significant impact on the insurance industry through leadership, mentoring, and innovation. At FinTLV, we value his contributions to our startups and his guidance in various technological and strategic projects. He has been a role model, helping many innovative startups succeed. From volunteering to being on boards, Moshe stays at the forefront of innovation by encouraging young tech experts to make a positive difference."

– Gil Arazi, Founder, FinTLV Venture Capital

"I have had the privilege of collaborating with Moshe Morgenstern and witnessing his remarkable ability to empower individual entrepreneurs and startups, as well as enhance the broader insurtech ecosystem. At InsurTech Israel, we deeply appreciate his contributions and commitment to nurturing emerging startups, raising the bar for innovation and collaboration within the sector."

– Kobi Bendelak, CEO, Insuretech Israel & Chairman of the Board, GRAP

2. In bullet-list form (up to 150 words), provide a brief summary of up to ten (10) of the nominee's chief achievements since 1 January 2023:

Total 140 words used.

Mentorship:

1. Moshe has supported nearly 30 startups since 2023 through mentorship, board involvement, and financing.
2. He has been instrumental in the success of new ventures including: EasySend, Swifter.io, Surance.io, Heka Global, DigitalOwl, Loani, Ravin AI, Hour One, Lightico, Techsee and others.
3. Moshe plays an active role in shaping Israel's innovation ecosystem through mentorship with leading organizations such as InsurTech Israel, The Israeli Fintech Center, Unistream, FinTLV, DatA-IL, and Ecomotion.

Under Moshe's guidance, startups achieve demonstrable success:

4. [Faye](#) named Israel's most promising startup of 2024
5. [Open-Finance.ai](#) wins tech start up in open banking category
6. [EasySend & DigitalOwl](#) named in 2023 InsurTech100
7. [DigitalOwl](#) raises \$20M series A for medical analysis platform

Award-winning partnerships with startups:

8. 2025: [Bold Awards Open Innovation](#)

9. 2024: Stevie International Business Award Winner Achievement in Technology Innovation

10. 2024 & [2023: People & Computers Champion of Champions](#)

Attachments/Videos/Links:

[Moshe Morgenstern, Deputy CEO and CIO](#)

[REDACTED FOR PUBLICATION]