

MANISH MANDELIA

Principal and Managing Director, Milliman Connect

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Current Responsibility

Manish Mandelia is the principal and managing director at Milliman's Connect Practice. He co-founded Trendzdata, now Milliman Connect, in 2016, after recognizing a gap in the insurance industry for solutions that streamline product sales and member services while reducing the financial burden of technology investments. With over 25 years of experience in innovating solutions for complex financial and healthcare challenges, Manish joined Milliman in 2023.

Professional Work Experience

A business and technology leader, particularly within the employee benefits sector, Manish has been at the forefront of developing impactful solutions that enhance product sales and improve post-sale member experiences. This expertise led to the creation of a data-centric technology platform utilized by TPAs, MGAs, and carriers. As a business-savvy technopreneur, Manish understands the top and bottom-line challenges faced by his customers and partners. He designs solutions that allow clients to transition smoothly, ensuring they can integrate new technologies without abandoning their existing investments. This approach has fostered a diverse ecosystem of clients, including carriers underwriting risk, MGAs packaging and selling products, and TPAs serving members in a cost-effective manner. Before co-founding TrendzData, now Milliman Connect, Manish founded Harness Solutions, a technology consulting firm with a global client base across North America, Europe, and Asia. While the largest portion of his work focused on employee benefits, he also consulted for clients in financial services, pharmaceuticals, and property and casualty insurance. During his time with a major pharmaceutical client, Manish identified a need that led to the creation of a products division within Harness Solutions, addressing a critical inventory compliance challenge.

Education

- MBA, MIS and Finance from Fox School of Business, Temple University
- BSE Computer Science from University of Bombay, Bombay, India

Presentations and Publications

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