



PRODUCT CAPABILITY



Distribution Management
as-a-Service
for Distributors



Xcelent Technology
Award

SYMBIOSYS DISTRIBUTION MANAGEMENT

Unified Solution

for Alternate Partners for effective distribution performance for business with multiple Insurer Carriers having products from Life, Annuity, Pensions, P&C, Group Life and Health



HIGHLY CONFIGURABLE PRODUCTS



PROVEN EXPERIENCE



ROBUST ARCHITECTURE FOR DIGITAL ECO SYSTEM



FLEXIBLE DELIVERY CUM ENGAGEMENT MODEL

KEY FEATURES



Multiple Hierarchies

'n' tiers and parallel hierarchies including partner's internal organization structure



Commission

Daily commission payments for newly launched product



Configuration

Ease of configuring new channels, partners, producers, compensation rules



Commission Reconciliation

with commission received from each Insurer Carrier



Agent Payment

Distribution into multiple bank accounts, multi-currency



What-if Model

Simulate new incentive and/or contest models before launching them

BUSINESS CHALLENGES



Inability to provide differentiated commission / incentive, pay-out schedule to attract and retain key advisors



Inability to launch innovative contests, provide up-to-date status to motivate advisors for higher performance



Manual and/or multiple disparate systems operating in silos



Timely and Accurate processing



Inability to track complete audit and process control to the channel compensations and movements.

BUSINESS DRIVERS



Attract new distribution partner and agency force



Motivate top partners / agents



Promote digital sales and drive distributors behaviour to achieve business goals



Improve quality of sales (persistence / balance score card)



Curtail fraudulent behaviour

BUSINESS BENEFITS



Significant reduction in cost of Distribution Management



Ease of aligning sales force to company strategy



Enhanced ability to attract and retain partner



Improved time to market for launch of new channels / partners



Improved time to market for launch of innovative contests / Incentives

DIFFERENTIATORS



Robust Channel Structure and Hierarchy Management



Automated Movement Handling



Highly flexible Performance Monitoring



Exception Management like backdated movements, adjustments, hold/release, write-off, invoicing etc.

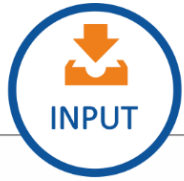


Auto reconciliation with Insurer commission models



Simulation of incentives / contest models before launching them

Functional Overview

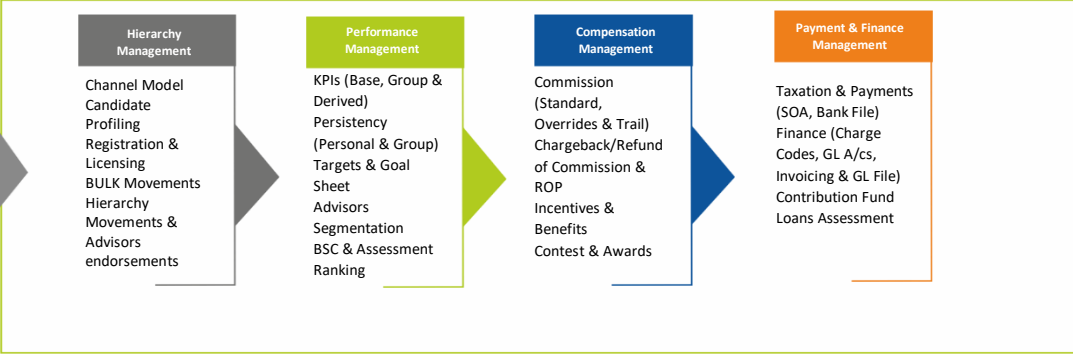


From each Insurer

Hierarchy,
NB Policies, Premiums,
Alterations

External KPIs

Payment Adjustments




Calculated Commission, Incentives, Contest and Payout Summary and Details by each Advisor and hierarchy. This can be used for


- HR System
- Training System
- BI Tools & Dashboards
- HR System Portals
- GL system
- Payment Gateways
- Commission Recon

SERVICE BENEFITS


CREATE


 Differentiated commission, incentive rule definition for partner/producers


 Persistency

 Innovative contests & awards


REDUCE


 Risk of compliance failures


 Human intervention & errors in compensation

 Risk of commission reconciliation failures

IMPROVE

 Distribution management accuracy & efficiency

 Partner's motivation through innovative contests

 Sales through focus on producers, partners and geographies

QUICK FACTS


1000+

Configured unique rules for KPIs, performance and compensations


4+

Configured unique rules for KPIs, performance and compensations


2 Mil+

Payees processed



5+

Average number of relationships for computing performances and compensations



<5

Days to launch a new channel partner