



XCelent Technology Award - 2013

SYMBIOSYS DISTRIBUTION MANAGEMENT

The unified solution for managing Hierarchy, Performance, Compensation and payout for multiple channels across Lines of business

Unified Solution for

- Life
- Health
- Group Life
- P&C

Unified Management of Channels for effective distribution performance

BUSINESS DRIVERS

Attract new distribution partner and agency force

Motivate top partners / agents

Improve quality of sales (persistence / balance score card)

Promote digital sales

BUSINESS CHALLENGES

- Inability to provide differentiated commission / incentive, payout schedule to attract and retain key distributors
- Inability to launch innovative contests, provide up-to-date status to motivate distributors for higher performance
- 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 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.
- Distribution Analytics and information for Channel Self Service

KEY FEATURES

10

Clients

01

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

02

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

4+

Avg. no of Channels per Implementation

8

Countries

03

Agent Payment distribution into multiple bank accounts, multi-currency

04

Daily commission payments for newly launched product

1 Mil +

Payees managed

200+

Unique Compensations

05

Discerning Analytics – Performance analytics using dashboards

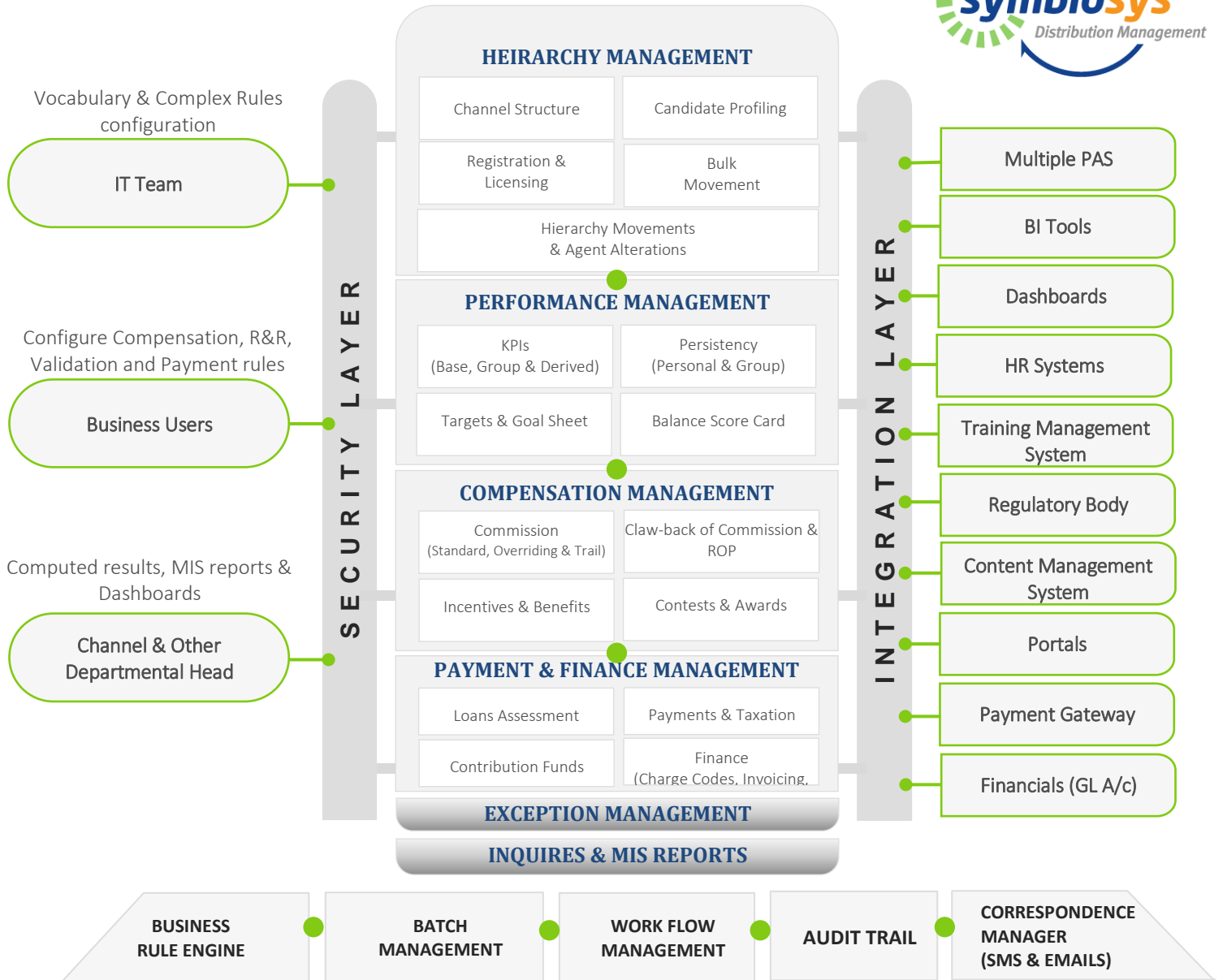
06

Cooling off period for newly joined agents or those who are just promoted

<5

Days per launching new partner

System Overview



System Benefits

