



# C2LBIZ

CONCEPT TO LIVE

*Reinventing Insurance Distribution.  
Transformation Assured.*

CORPORATE PROFILE

# OUR SPECIALIZATION

## RESILIENT DIGITAL SALES



To learn and adapt quickly to Insurance digital sales where superficial app-based initiatives have not sustained test of time and business changes.

## OMNICHANNEL EXPERIENCE



Changing consumer behaviour necessitates insurers to adapt to omnichannel ecosystem which demands consistent unified services for information, comparison and transaction without delays

## TRUE DISTRIBUTION TRANSFORMATION



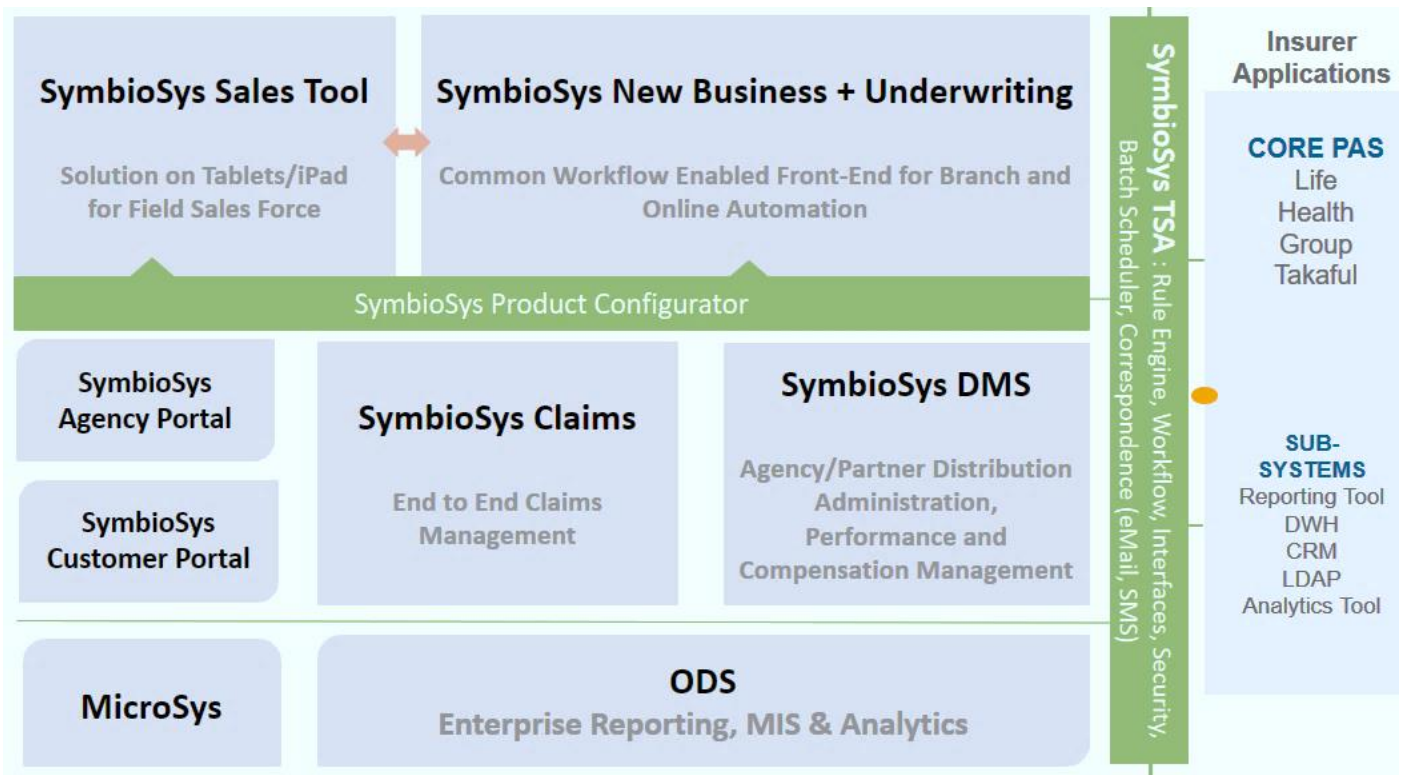
Thriving in the new digital environment, needs true reengineering and to adapt over time. Skin deep/ siloed initiatives on mobility, automation and analytics have not yielded results.

## ANALYTICAL INSIGHTS



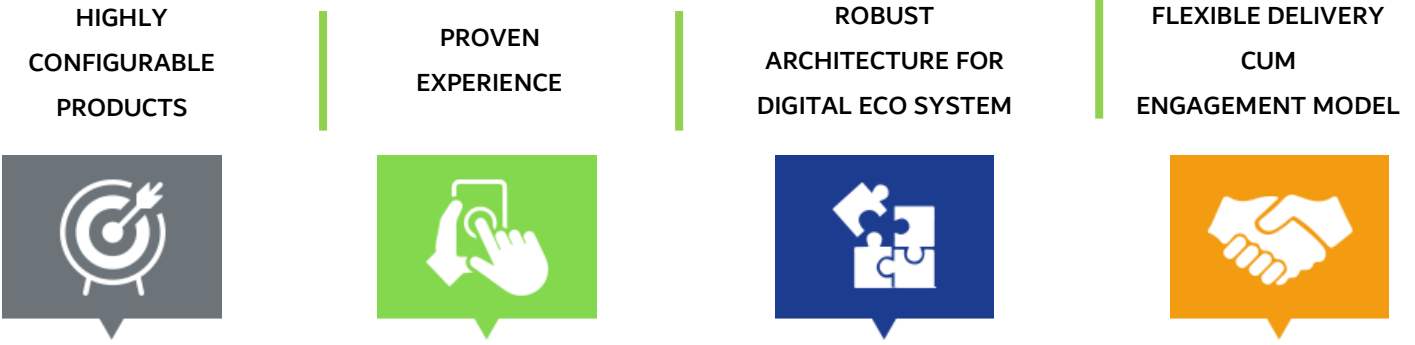
To leverage the advances in unstructured data analytics, needs internal system data to be available correctly for effective leverage. Insights are as good as the data available.

# SYMBIOSYS SUITE: IN INSURANCE ENTERPRISE LANDSCAPE



*“Our SymbioSys Suite complements your existing investments in core systems and aids in true distribution transformation journey”*

# OUR VALUE PROPOSITION



Products focused on evolving business needs and challenges

Configurable to reduce time to market for providing differentiation

Assures best future proofing/ true transformations, with ability to evolve with time

Strong team of domain and technology experts with expertise on best practices

Good understanding of distribution models and nuances of different markets

Integrations with leading core admin systems/payment gateways etc.

Clear segregation of customization for ease of maintenance and upgrade

Services oriented architecture for future extensibilities

Agile implementation approach

Short implementation time frame due to high configurability

Delivery and support model fine-tuned to meet customer's specific context

## SITES FOR SYMBIOSYS SOLUTIONS



### SUCCESS TALK

"C2L BIZ HAS BEEN A STRATEGIC PARTNER FOR OUR DIGITAL TRANSFORMATION INITIATIVES"

**ROGELIO 'NOOKY' UMALI**  
CHIEF TECHNOLOGY OFFICER  
FWD PHILIPPINES

### SUCCESS TALK

"USING SYMBIOSYS SALES TOOL MAKES THE JOB MORE EFFICIENT SINCE IT'S PAPERLESS, FASTER AND ENSURES THE SALES PROCESS IS DONE PROPERLY"

HEAD OF BANCASSURANCE  
LEADING EUROPEAN INSURER,  
INDONESIA

## MEASURABLE BUSINESS OUTCOME

- Configured 400+ base plans and 1000+ riders
- New product launch in 1 to 3 weeks
- Improved STP rate by 20 to 100%
- Reduced sales cycle from days to hours
- Reduced new business acquisition cost by 20 to 60%
- Reduced policy issuance process from days to hours
- Reduced distributor training cost by 50%
- Improved distributor productivity by 50%+
- Over 100,000+ agents and 25+ bank partners using SymbioSys Sales Tool
- Reduced time for introduction of new channel or partner by 50%+
- Reduced distribution operation cost by 50%+
- Reduced time to launch and monitor contests by 50%+
- Managed 1 Million+ payees, 30+ bank partners, 10+ brokers
- Processed compensation for over 5 million policies annually

## CORPORATE HIGHLIGHTS

- Leader in Distribution solutions in Asia with 20+ implementations in past 4 years
- Multi-country distribution transformation deals with several leading insurance companies
- Solutions provider of choice for Distribution Management for leading policy administration platform providers
- Distribution Transformation company with end-to-end solutions for Distribution Value Chain
- IT Solution provider having range of IPs focused exclusively on the insurance industry
- Strong team with Agile and adaptable engagement models to support local/global transformation programs



sales@c2lbiz.com | www.c2lbiz.com

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