



# 2019

## Majesco Life DistributionPlus

A cloud-based distribution and  
compensation management  
solution for life, pensions, and  
wealth



# Majesco Life DistributionPlus

An automated distribution and compensation management SaaS solution for the life and pensions industry



## Quickly launch and expand your distribution strategies

A cloud-based automated solution that supports distribution and compensation management for the life, pensions, and wealth sectors across all distribution channels.

Majesco Life DistributionPlus is a configurable solution that focuses on improving efficiency, reducing costs, and overall increasing profits.

By maximising automation and minimising manual interaction, Majesco Life DistributionPlus provides the business functionality needed for effective distributor management, fee/commission calculations and payments across multiple distribution channels, supporting regulatory compliance and distribution monitoring.

Majesco Life DistributionPlus is fully RDR (Retail Distribution Review) compliant. Its calculation and payment functionality has been extended to cover fee payments as well as commission payments, to provide a single solution to support the sale of RDR regulated products such as investments and pensions as well as non-RDR products such as protection.

The implementation of Majesco Life DistributionPlus enables companies to unify all their distributors' administration services onto a single platform, yielding operational efficiencies and providing an improved service to all their customers.

Majesco Life DistributionPlus is a highly configurable platform that can quickly modify to execute and adapt to your distribution and sales strategies. Supports multiple compensation plans such as flat commissions, transactional and percentage commission structures,

Majesco Life DistributionPlus provides both business and technological users control over their operations, enabling them to more effectively service their agents, brokers, independent financial advisors and direct salesforce. By automating key processes, tasks, calculations and charges these proven solutions reduce the administrative overhead and risk associated with increasingly complex distribution, fees and commission management.



## Majesco LifePlus Solutions empowers providers to:



Consolidate existing systems, improve flexibility



Improve speed to market and customer retention



Make their business digital-ready



Respond to market and regulatory changes



Optimise and improve business processes and increase operational efficiencies



190+

Insurance Providers as Customers



# Majesco Life DistributionPlus

## High-level functionality



### Fee /commission management

- Calculation
- Commission & fee accounting
- Contract definition - commission / fees
- Self-service & online payment requests
- Unified view of loans & debt management
- Commission & fee statements
- Payments & payroll integration
- Commission account enquiries



### Hierarchy management

- Transfer
- Suppression
- Servicing & enquiries
- Qualifications & ongoing professional development
- Regulatory compliance & monitoring
- DSF / broker / network appointment
- Internal audit & control
- Hierarchy management
- MI & reporting
- Cancellation

## Business Value

- ✔ Efficient management of complex hierarchies
  - Configurable n-tier hierarchical structures
  - Flexibility to implement new structures as required with differing appointment processes
  - Graphical views of hierarchies
- ✔ Fee & commission management capability
  - Full charge calculation - Fee structure & complex commission calculations with charge event processing - Ongoing adviser services & policy commission events. Automated reporting & flexible payment supported
- ✔ Improved service levels
  - Improved service levels to distributors, advisors, sales force & internally
  - online self-servicing options, e.g. account balance, statements & payment
- ✔ SaaS / cloud-based
  - 24/7 interactive system
- ✔ Reduced costs & process efficiencies
  - Streamlining of business processes, removal of manual intervention/work-arounds. Supports regulator uploads
- ✔ Reduced risk exposure / fraud
  - Comprehensive control of commission & fee structures, calculation & payment with automated debt & exposure management capability. A single store of all data agent, fee & commission & all relationships
- ✔ Ease of integration
  - Fully web serviced, all functions offered externally
- ✔ Multi-currency, multi-language environment
  - All database driven

## WHY MAJESCO?

Insurance business transformation is a journey of change and revitalization, a renaissance of Insurance. Approximately 190 insurance companies worldwide in P&C, L&A and Group/ Employee Benefits are transforming their businesses with Majesco's solutions. Our market leading software, consulting and services uniquely underpin the entire insurance value chain and are designed to empower insurers with the agility, innovation and speed needed to meet their transformation opportunities. Majesco's solutions include policy management, new business / underwriting, rating, billing, claims management, distribution management, BI/analytics, predictive modeling, digital platform with mobile and portal, testing services, cloud services, bureau and content services, transformation services, consulting services and more.

