



PRODUCT CAPABILITY



**Xcelent Technology
Award**

SYMBIOSYS DISTRIBUTION MANAGEMENT

Unified Solution for Unified Management

- Life
 - Health
 - Group Life
 - P&C
- of Channels for effective distribution performance



**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



Discerning Analytics

Performance analytics using dashboards



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 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 DRIVERS



Attract new distribution partner and agency force



Motivate top partners / agents



Promote digital sales



Improve quality of sales (persistence / balance score card)

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.

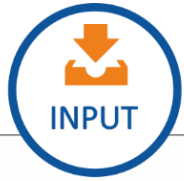


Distribution Analytics and information for Channel Self Service



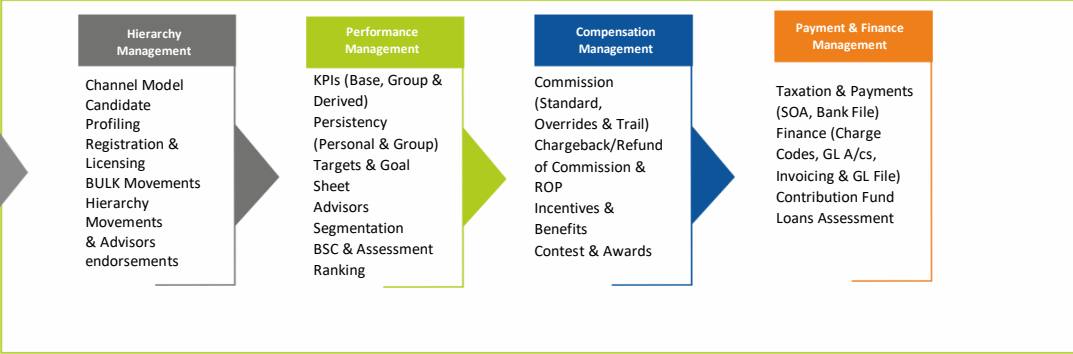
Simulation of incentives / contest models before launching them

Functional Overview



INPUT

- BULK request for Advisors & Partner hierarchy creation
- BULK request for movements
- NB Policies, Premiums, Alterations
- External KPIs
- Payment Adjustments
- Bank Rejections



Hierarchy Management
Channel Model
Candidate
Profiling
Registration & Licensing
BULK Movements
Hierarchy Movements & Advisors endorsements

Performance Management
KPIs (Base, Group & Derived)
Persistency (Personal & Group)
Targets & Goal Sheet
Advisors
Segmentation
BSC & Assessment
Ranking

Compensation Management
Commission (Standard, Overrides & Trail)
Chargeback/Refund of Commission & ROP
Incentives & Benefits
Contest & Awards

Payment & Finance Management
Taxation & Payments (SOA, Bank File)
Finance (Charge Codes, GL A/cs, Invoicing & GL File)
Contribution Fund
Loans Assessment





OUTPUT


- 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

SERVICE BENEFITS


CREATE


 Differentiated commission, incentive rule definition for partner/producers

 Balance score card, Assessment Ranking


 Innovative contests & awards


REDUCE


 Risk of compliance failures

 Human intervention & errors in compensation

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+

Average number of channels per implementation


2 Mil+

Payees processed



5+

Average number of relationships for computing performances and compensations



<5

Days to launch a new channel partner