

Commission

as-a-Service

Manage complexity using power of SymbioSys Commission to drive your business goals





Reinventing Insurance Distribution.
Transformation Assured.



Countries

Delighted

Insurers

Policies Processed 350+

Commission **Processed**

Advisors Processed **Models**

BUSINESS CHALLENGES —

- Ease of defining commission rules on diverse policy and business parameters by each
- Ease of defining commission overrides on different hierarchies
- Ease of administering annualized/indemnity commission and chargebacks
- Time and effort required for commission reconciliation with each Insurer

BUSINESS DRIVERS -

- Drive agent's behaviour to achieve business goals
- Timely and accurate commission payment
- Automated commission reconciliation











From each Insurer

- Agent & Hierarchy
- NB, Premiums, Alterations & Renewal Premiums
- AUM (Account) Value
- Negotiated Comm. Rate

External KPIs

CONTRACT SETUP

By Products. Partners/Brokers, Role, Class, Rookie, Currency

Enhance parameters such as digital sale. STP etc.

External KPIs such as Persistency, BSC, Assessment Ranking etc.

Chargeback & Refund by policy alterations, ROP

Hierarchy Types

CONTRACT IDENTIFICATION

Primary & Enhance

No Commission

Negotiated Comm. rates

Contract for policy in Foreign currency

Chargeback & Refund

Contract by each Insurer

CALCULATIONS

Basic, Trail, Annualized and Override

Enhanced, Split, Negotiated & Sacrificed

Chargebacks & Refund

Comm. Basis Persistency, BSC or **Assessment Ranking** quality parameters

Calculated Commission details by each policy component(s)

Chargeback and/or Refund details by each policy component(s)

Recon by each Insurer

KEY FEATURES

- Configure commission rules by combination of Products, Riders, Insurer, Role, Class, Rookie status, premium, comm. etc.
- Enhance commission for digital sale, STP etc.
- Use external KPIs such as Persistency, BSC, Assessment Ranking to drive commission
- Define Chargeback rules for policy events
- Define overrides for different hierarchies
- Commission split, negotiable commission
- Wind back and wind forward commission

SERVICE BENEFITS

- Attract and motivate advisors thru innovative Commissions
- Drive business goals thru enhanced commissions
- Secure high value/large portfolio thru negotiated commission
- Auto reconciliation by each Insurer

OTHER COMPLEMENTARY SYMBIOSYS SERVICES

- Incentive as-a-Service for distributors
- Contest as-a-Service for distributors

Distribution Management

as-a-Service for distributors

Distributor Portal as-a-Service for distributors



Multi-Country



Solutions



CAGR Over Past 5 Years



Professionals

400+ 0

Years of Core













Implementations



12 (

Countries

















