



MAJESCOMASTEK'S ELIXIR SUPPORTS HYBRID PRODUCTS

The passage of the Pension Protection Act in August 2006 has made siloed IT designs obsolete. Life, annuity and long term care combinations are now acceptable from a tax and regulatory compliance perspective. Are your software solutions ready to support the new hybrid product world?

The passing of the Pension Protection Act has opened the door to combination products never before experienced in America. Prior to this, regulatory constraints didn't allow life, annuities and long term care to co-exist in common integrated product designs. In particular interest, annuity and long-term-care combinations were difficult to achieve. In response to these constraints, software solutions have continued to reflect the assumption that life, annuity and health products would never truly mix within a single product system and insurance IT solutions are typically designed to support a base insurance product, and attach any add-ons as riders to that base product, not capable of handling hybrid products.

"MajescoMastek has implemented Elixir, our SOA-based enterprise platform for life and annuity carriers, in the European and Asian markets, where hybrid products have existed for years; and Elixir is designed to handle different combinations of hybrid products." says Steve Kendrick, Head, Insurance Business Development, MajescoMastek

How is Elixir different?

Elixir doesn't classify the product as a primary base product with riders attached. It allows users to choose products capabilities from different categories. Elixir virtually lets users start off with an empty bag, and shop for different kinds of insurance product features. The product features are then combined into a package, which feels like one policy, explains Steve.

With Elixir it's possible to have multiple base products in one policy and they can be packaged together in the product feature definitions. With Elixir, the product definition is broken down by identifying the various features and capabilities, based on the functionalities available on the product. If a particular functionality is available only for a type of product then it is considered as a feature.

Let's take the example of a Base Annuity Product with Long Term Care (LTC) benefits attached:

- The Base annuity product and the LTC product will be defined separately in the system.
- The LTC product will be attached in the base annuity product combination feature.
- The premium will be computed separately for each of these products.
- As each of these products support separate trigger events, the benefits to be paid will be calculated separately and paid off.

Elixir handles the most complicated combination of products and calculations without exposing the customer to the complexities. A customer will have a single policy and will have to pay single set of charges for both the sets of benefits.

About MajescoMastek

MajescoMastek is the U.S. Company of Mastek, a \$156 Million global technology solutions provider. MajescoMastek's Elixir's components include new business and underwriting, point of sale, channel portal, channel compensation, policy administration and claims management. Eight of the top 20 global life and annuity carriers work with MajescoMastek.
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