



2019

## Majesco Distribution Management

Agility to manage distribution expansion and complexity



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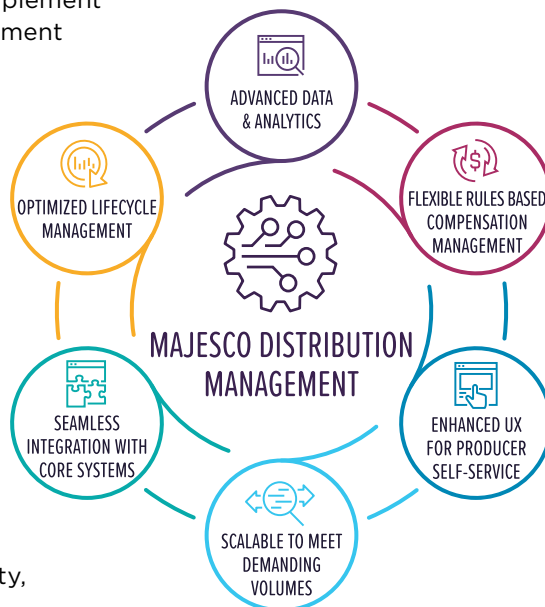


## Preparing for Today and the Future

As insurance products get increasingly commoditized, the distribution landscape is where insurance providers can create and sustain a competitive edge. Distribution management solutions must enable insurers' ability to expand to new intermediaries, new channels, and new distribution models with unique hierarchies and compensation requirements that create greater complexity in the effective management of distribution channels.

In an increasingly multi-channel world, the complexities in distribution management increase, creating some of the most demanding business needs to ensure market competitiveness. To meet those needs, a business solution has to be just as unique.

Majesco Distribution Management offers the agility and innovation to manage the complexities of a changing distribution landscape using technology that keeps the insurance provider on the leading edge by reducing the time to implement a new distribution arrangement or consolidate the existing channel landscape onto a common platform. From managing multiple channels, to handling complex and high-volume changes, launching innovative contests and personalizing payment schedules for channels, to accommodating integration with existing core insurance systems, Majesco Distribution Management enables agility, innovation and speed.



A highly configurable platform, market ready services, intuitive user interface that is easy to integrate with insurers' core systems, Majesco Distribution Management provides a robust distribution management platform for insurers' business today and in the future.

Expand and manage an array of distribution channels from traditional agent to new digital channels, aggregators or retail, across the distribution landscape including producer life cycle manager, compensation manager, performance manager and portals on a single platform to maximize performance.



## Majesco Distribution Management helps carriers:

- Manage multi-channel distribution with a single, comprehensive platform
- Manage complex distribution hierarchies
- Align channel compensation with business strategy
- Track and optimize channel performance with advanced reporting and dashboards
- Make it easy for stakeholders to do business with you via digital portal and mobile capabilities

**190+**  
Insurance Providers  
as Customers



## Majesco Distribution Management features:



### Producer Lifecycle Manager

The powerful Producer Lifecycle Manager component provides insurance carriers the flexibility to manage diverse channels. From the initial application to the final contract, Producer Lifecycle Manager handles the entire appointment process. By providing producer information management, an audit trail of everything from contacts to work experience, and support of bulk and split policy transfers, your sales chain will be more flexible and productive than ever before. It also integrates licensing procedures with multiple service providers, ensuring regulatory compliance.



### Compensation Manager

The Compensation Manager component gives carriers the flexibility to manage all compensation issues with a Rules Based Commission Engine to handle flexible commission contracts and changes. Compensation Manager also supports uploading commission rate tables, high-volume compensation processing, automating commission advances, charge backs on policy events, commission sharing, sacrificing and adjustments.



### Performance Manager

Performance Manager provides cutting-edge technology to compare producer and channel performance by a wide range of parameters, including targeted sales versus actual sales, persistency, etc. With the ability to define and evaluate dynamic key performance indicators, carriers gain access to powerful new tools to maximize productivity. Performance Manager can be configured to create reports by roles and functions giving easy access to analyzed information.



### Launch and manage portals for producers and insured

Make it easy for your channel partners and customers to do business with you. The producer and customer portals use the most advanced technology available to enable the exchange of information while serving the exact needs of all stakeholders. Producers have real-time access to electronic commission statements, dispute resolutions and online approvals by managers for requests.



### Scale new heights with a scalable platform

Majesco Distribution Management enables channel growth and increased service levels to producers and channels. Designed to track the performance of thousands of agents with millions of policies, Majesco Distribution Management is tested to support over fifteen million policies for 300,000+ active producers and processes 50,000+ payouts per payment cycle. Two million+ calculations are processed per hour producing timely payments for producers and empowering insurance providers to move their business forward.



### Integrate seamlessly with existing systems

Built on a services architecture, Majesco Distribution Management integrates seamlessly with existing core systems to provide carriers the benefit of managing distribution without overhauling the systems landscape.



## Business Value

- ✓ Cut distribution management costs with a single comprehensive platform
- ✓ Quickly launch and integrate new distribution channels and models
- ✓ Identify, attract & retain top agents and channels
- ✓ Improve agent and channel productivity with self service
- ✓ Quickly on-board new producers and channels
- ✓ Optimize channels with greater data insights

## 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.



