

Majesco Distribution Management

Agility to expand distribution channels to drive growth and create ease of doing business through digital capabilities to accelerate speed-to-market



Ready for Today and Tomorrow

In today's digital age, data and analytics are the fuel for innovation. As agents and brokers continue consolidation and insurance products get increasingly commoditized, the distribution landscape is where insurance providers must create and sustain a competitive edge.

Distribution management solutions must enable insurers to expand to new intermediaries and channels by effectively navigating compliance requirements with automated license checks, track licensing and appointments with real-time NIPR integration and empower flexible commission and incentive compensation programs to attract and retain the best producers. As independent agencies and brokers continue to consolidate, they seek insurers who will provide "ease of doing business" through flexible, innovative and digitally driven capabilities that eliminate arduous manual work, freeing them to focus on sales and growth.



Unique 3D Critical Business Capabilities

The Majesco Distribution Management platform enables distributors to rapidly onboard producers and eliminate time-consuming manual paperwork, view reports and manage their business with mobile-ready, digital self-service tools and flexibility to create new commission and incentive programs that provide agility and speed needed to compete in a changing distribution landscape. Majesco's platform uses next-generation technology that keeps the insurance provider on the leading edge by reducing the time to market of new distribution arrangements and support a multi-channel landscape of new partners.

Majesco Distribution Management provides a next generation cloud and API enabled platform built to enable the 3D business capabilities of digital, distribution and data. As a highly configurable platform with market ready services, intuitive user interface that is easy to integrate with insurers' core systems, Majesco Distribution Management platform provides robust digital, distribution and data capabilities needed for insurers' business today and in the future. Majesco Distribution Management helps carriers:

- Recruit and retain the best agents and brokers to drive growth
- Supports all lines of business for P&C and L&A and Group
- 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

Capabilities to Keep You Competitive

Majesco is committed to keeping insurers at the leading edge and competitive across all their distribution channels with rich digital, distribution and data capabilities including:

- Integration with 3rd party regulatory and compliance organizations like; NIPR, FINRA & DTCC
- Automated onboarding to take an agent form application to fully on-boarded and ready to sell digitally, including e-signatures from weeks to hours or days, creating speed to market, reducing complexity and improving efficiencies
- Generate an onboarding e-form PDF application preview and digitally access welcome letters when onboarding
- Integration with many third-party providers to help facilitate process automation for a full digital experience including; e-signature, background check, customer service, customer relationship management and more vendors
- Full digital and mobile support for onboarding, viewing of commission and payment statements and other self-service needs
- Access a perpetually growing digital eco-exchange of best of breed insurtech partners that can help you to continuously expand your distribution production and performance capabilities to sustain sales growth

Business Value Delivered Everyday

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.

- 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

From producer onboarding, to managing multiple channels, 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 you to remain competitive across all distribution channels with rich digital, distribution and data capabilities.

"Distribution Management platform is a critical investment for Insurers digital strategies. This solution brings the power of connecting insights, data and workflow of distribution channel and partners to digital strategies and operational plans. Beyond providing digital engagement for distribution channel partners, this solution optimizing distribution operations and bring new data analytics and insights to channels and relationship management in this digital era. It's a must investment, and Majesco latest release offers all critical capabilities."

– **Deb Smallwood,**
CEO & Founder of Strategy Meets Action



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