MAJESCO DISTRIBUTION MANAGEMENT

Navigate the Transformative Landscape of Insurance Distribution

majesco



In an era of evolving customer expectations and digitization, the insurance distribution landscape is undergoing seismic shifts. Traditional agent-based models are making room for new channels, from direct-to-customer and marketplaces to embedded models and more. Regulatory complexity is growing, requiring ongoing adjustments and real-time compliance. Advanced analytics are also transforming how channel and distributor performance is tracked and optimized.

Majesco Distribution Management helps insurers streamline operations and adapt to changing channels. Its next-generation platform supports digital capabilities that make it easier for distributors to do business, expand market reach, and meet evolving customer expectations. With Majesco, insurers can stay competitive and take control of their business in a rapidly changing distribution landscape.

Multi-Channel Distribution **Compensation Management**
Direct Sales Support **AI-Powered Operations**
Performance and Relationship Management

PLATFORM DELIVERABLES

Unified Distribution Management

Bring onboarding, compliance, producer relationships, hierarchies, compensation, and performance together on one platform.

Digital Onboarding & Compliance

Give producers and agencies intuitive self-service experiences with configurable workflows, real-time validation, and compliance support.

Flexible Channel & Relationship Management

Manage direct, agency, affinity, broker, bank, MGA, and other distribution models alongside complex hierarchies, future-dated AOR changes and other relationship changes, and group portfolio transfers.

Compensation & Performance Management

Support commissions, incentives, advances, claw backs, adjustments, statements, payments, dashboards, analytics, and reporting across products and channels.

Connected, Intelligent Operations

Connect policy, billing, CRM, licensing, portals, and financial systems through APIs, direct PAS-to-DM data flows and dependency-aware batch scheduling, while using Majesco Copilot to support inquiries, onboarding, and repetitive tasks.

> "In today's competitive landscape, our ability to rapidly onboard numerous independent brokers, new distribution partners and support acquisition of books of business is crucial to our digital transformation strategy. We are proud to partner with Majesco to accelerate our digital transformation strategy better positioning F&G to capture opportunities and growth in a multi-channel world."

Matt Christensen
SVP Insurance Operations, F&G

> "Having a very efficient system to manage things like compensation and segmentation while being able to have one single view of all of that has given us the flexibility to be able to meet the needs of not only Westfield but our distribution partners as well."

Craig Welsh
Head of Traditional and Non-Traditional Distribution Channels, Westfield

TURN DISTRIBUTION INTO A GROWTH ADVANTAGE

Majesco Distribution Management helps insurers simplify distribution operations, respond faster to market opportunities, and create better experiences for producers, agencies, and internal teams. By connecting channels, data, compliance, compensation, and intelligence on one platform, insurers can grow with greater speed, visibility, and control.

Faster Channel Growth
Launch and manage new existing distribution channels with greater speed and control.

Streamlined Channel Management
Manage channels, hierarchies, compliance, and compensation in one connected platform.

Data-Driven Performance
Turn distribution data into actionable insight with embedded analytics, dashboards, and reporting.

Simpler Partner Experiences
Give producers and agencies easier digital access to onboarding, status information, commission statements, and more.

Intelligent Distribution Operations
Empower your distribution team with Majesco Copilot to support onboarding, answer inquiries, and automate repetitive tasks.



Advance Your Distribution Strategy with Majesco Distribution Management

Seize tomorrow's opportunities today with Majesco's AI-powered, data-driven approach to distribution — built for speed, simplicity, and growth.

Visit our website at www.majesco.com or email us at info@majesco.com