

# Transforming distribution management in insurance

Driving impactful outcomes by increasing efficiency  
and effectiveness



In the dynamic insurance landscape, insurers are confronted with the dual challenge of soaring distribution operations costs, significantly impeding their capacity to introduce new channels and a need to customize incentive models to drive growth targets. The strain extends to distribution compensation structures and timely payout, raising concerns for retention and the looming threat of attrition. Disparate systems for policy admin pose a serious problem for data consolidation and using them to compute distributor payouts. Balancing the need for effective distribution with cost management comes with a need to track and measure productivity and performance linked to incentive programs. Insurers are leveraging transformative technologies to contend with these challenges and drive sustainable growth and distribution retention.

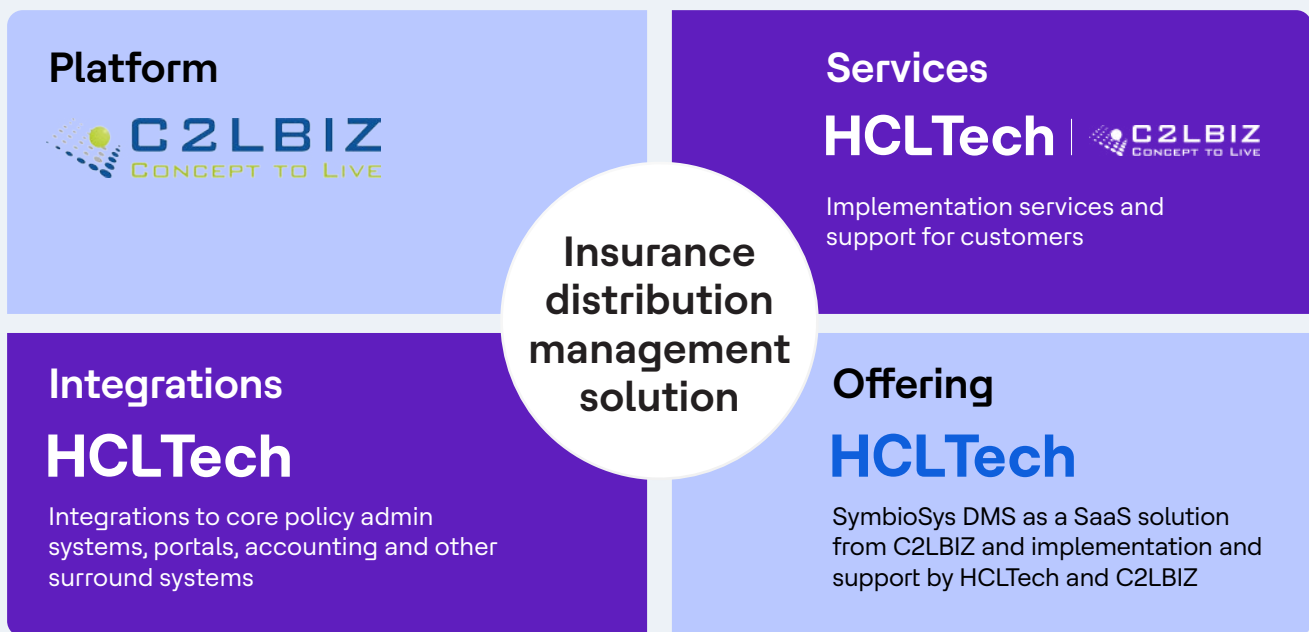


## Key components of effective distribution management in insurance

Hierarchy management	Goal setting	Incentive programs	Reporting and analytics
<b>Flexible</b>	<b>Transparent</b>	<b>Effective</b>	<b>Insightful</b>
<ul style="list-style-type: none"> <li>• Multi-channel support</li> <li>• Multi 'n' tier hierarchy</li> <li>• Easy tracking of distributor team changes</li> </ul>	<ul style="list-style-type: none"> <li>• Individual and multi-tier setup</li> <li>• Tracking target to actuals</li> </ul>	<ul style="list-style-type: none"> <li>• Customizable setup at a group and individual level</li> <li>• Flexible payment option at the program level</li> <li>• Supports wind-forward, clawback adjustments</li> <li>• Out-of-the-box APIs for quicker integration</li> </ul>	<ul style="list-style-type: none"> <li>• 'Policy to producer' level roll-up/down reports</li> <li>• Ability for data downloads for integration with DWH</li> <li>• Dry run before actual payout run enables review</li> </ul>

# Insurance distribution management solution

Seamlessly enhance distribution management through strategic partnerships, fostering efficiency, transparency and competitiveness



## Key features and benefits

Driving efficient distribution with a focus on streamlining processes and maximizing cost-effectiveness



### Low code/No code Platform coupled with easily configuration parameters

End-to-end setup of fully functional platform in 40% of time as compared to other typical implementation



### Consolidate compensation from diverse system into one system seamlessly and with minimum manual intervention

Up to 50% reduction in distribution operations cost



### Highly configurable business rule engine with the ability to define rules at the contract level for each contest

40% reduction in the time to launch and monitor new contests



### Ease to create new channels

Pre-defined upload templates save >25% time



### Built-in ready respository of APIs

20% reduction in integration efforts

# Let us start the conversation

## Beginning a collaborative journey

For effective and profitable distribution management in insurance, a strategic blend of streamlined processes, cost-efficiency and data insights is essential. HCLTech works with leading insurance providers to infuse technology into their processes to drive profitability and sustained growth.



Connect to [rangarajan@srini@hcl.com](mailto:rangarajan@srini@hcl.com) or [Srinivasan.iyengar@hcl.com](mailto:Srinivasan.iyengar@hcl.com) to explore the potential benefit of our offerings for your insurance business.

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