

# PRODUCER AND COMPENSATION MANAGEMENT YOUR WAY WITH AUREA INSURANCE SOLUTIONS



## Your Business Isn't One Size Fits All

Insurance has changed more in the last ten years than the previous hundred. Regulations continue to get stricter, products change more rapidly, producers demand higher levels of service — and in the face of this, your business needs to be more flexible than ever.

You can't afford to be hamstrung by tools that don't fit, on platforms that don't meet your demands, reliant on OEM technology that's outside of your influence. Today's insurers need the freedom to choose when, where, and how they manage their solutions. And, they should feel confident that the solutions that power their business are fundamentally designed with the insurance industry in mind.

For large carriers — with onsite applications supporting years of operations — the ability to easily tailor your compensation management and workflow solutions to meet your targeted demands is essential. And, for those insurers where the simplicity of SaaS-based solutions make sense, general compensation and workflow solutions that don't understand the complexities and nuances of the insurance industry fall short.

## Producer and Compensation Management Your Way

Aurea Insurance Solutions (AIS) provides comprehensive producer lifecycle management capabilities the way you want them. Beginning with onboarding and credentialing, through compensation management and terminations, we enable you to turn compensation management from a back-office burden into an engine to drive channel behavior.

With the deepest insurance operations know-how in the industry, we focus on delivering insurance-specific solutions that simplify and centralize your back-office.

At the heart of Aurea Insurance Solutions is the Distribution Channel Management (DCM) platform. Today, clients using Aurea DCM manage over \$5B in total compensation dollars. DCM simplifies producer commission modeling, calculation, and processing.

With comprehensive, self-service mobile capabilities, DCM gives producers the freedom, flexibility, and power to make decisions at every point of interaction with their customers. Agents have anytime access to the content, customer and policy information, and sales tools they need to close deals from day one.



Over **\$5B** in total compensation dollars annually



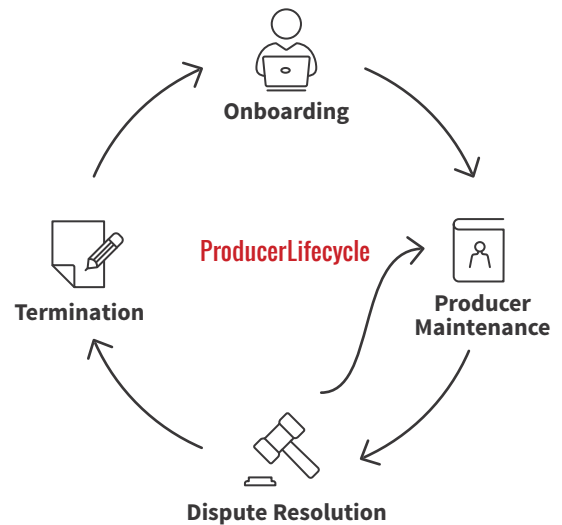
Increase back-office productivity by **200%**



Deploy **your way** - either on-premise or cloud-based

## Aurea Distribution Channel Management delivers:

- **Fast and Flexible Compensation Model Creation and Deployment:** DCM Compensation Modeler is a visual modeling environment that vastly reduces cycle time and increases your efficiency in defining and creating compensation models.
- **100% Commission Accuracy:** DCM streamlines, centralizes, and creates visibility around compensation calculation and management, so you can avoid confusing commission payouts and the costly sales downtime they create. DCM also delivers the right tools to better manage and track agents, agencies, channels, and territories against their sales their goals to better guide teams to sales success.
- **Credential Management:** Your business success depends on knowing the can-sell ability of every producer in your organization. With out-of-the-box integration with all major regulators, including NIPR, FINRA and DTCC, you can easily automate and manage credentials.
- **Easy Integration:** We want you to be able to maximize every application in your infrastructure. That's why we've developed robust APIs will help to facilitate integration of DCM across a range of technologies you already use.
- **Mobility from the Field:** With the new DCM Mobile app, your producers will have robust, flexible mobile capabilities to access self-service information about customers, commissions, book of business, and incentives that they're enrolled in.
- **Insight at your Fingertips:** With integrated Business Insights Reporting (BIR), DCM lets you create real-time dashboards based on all of your data. And, BIR lets you create the views you need without dependency on technical resources who understand OQL or SQL.



## Enterprise BPM with Insurance Industry Expertise

You know the rigors of your business better than anyone else — the complexities, challenges, and potential pitfalls of compensation management and deployment, and the underlying regulatory constraints that make every workflow unique.

That's why Aurea Insurance Solutions created Insurance Process Management (IPM). When unleashed, Aurea IPM can increase back-office productivity by 200%. We've taken the most powerful Business Process Management (BPM) solution available — Aurea CX Process — and purpose-built an insurance process solution on top.

With Aurea IPM, you don't have to sacrifice robust BPM capabilities or industry know-how. We deliver the best of both. IPM streamlines and automates key insurance workflows, including producer onboarding, compensation dispute resolution, adding producer appointments, hierarchy transfers, and approvals. And, as your business evolves, so do the workflows that power IPM.

Aurea Insurance Process Management ensures that your business process automation can adapt and keep pace with your evolving infrastructure.

## DCM and IPM. Better Together. The Way You Need It.

Aurea Insurance Solutions deliver comprehensive capabilities that are more powerful together. And, they guarantee the flexibility you need to make the choices that are best for your business: no one-size-fits all approach to technology to limit your options; no forced unwelcome choices; no losing sight of what makes the insurance industry tick.

AIS delivers an integrated suite of solutions built from the ground-up exclusively for the insurance industry. And, most importantly, with Aurea Insurance Solutions, the technology is always the way you need it.

Bring out the best in your producers with  
Aurea Insurance Solutions

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