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Agency - Structure

Spring Release - R2 2022

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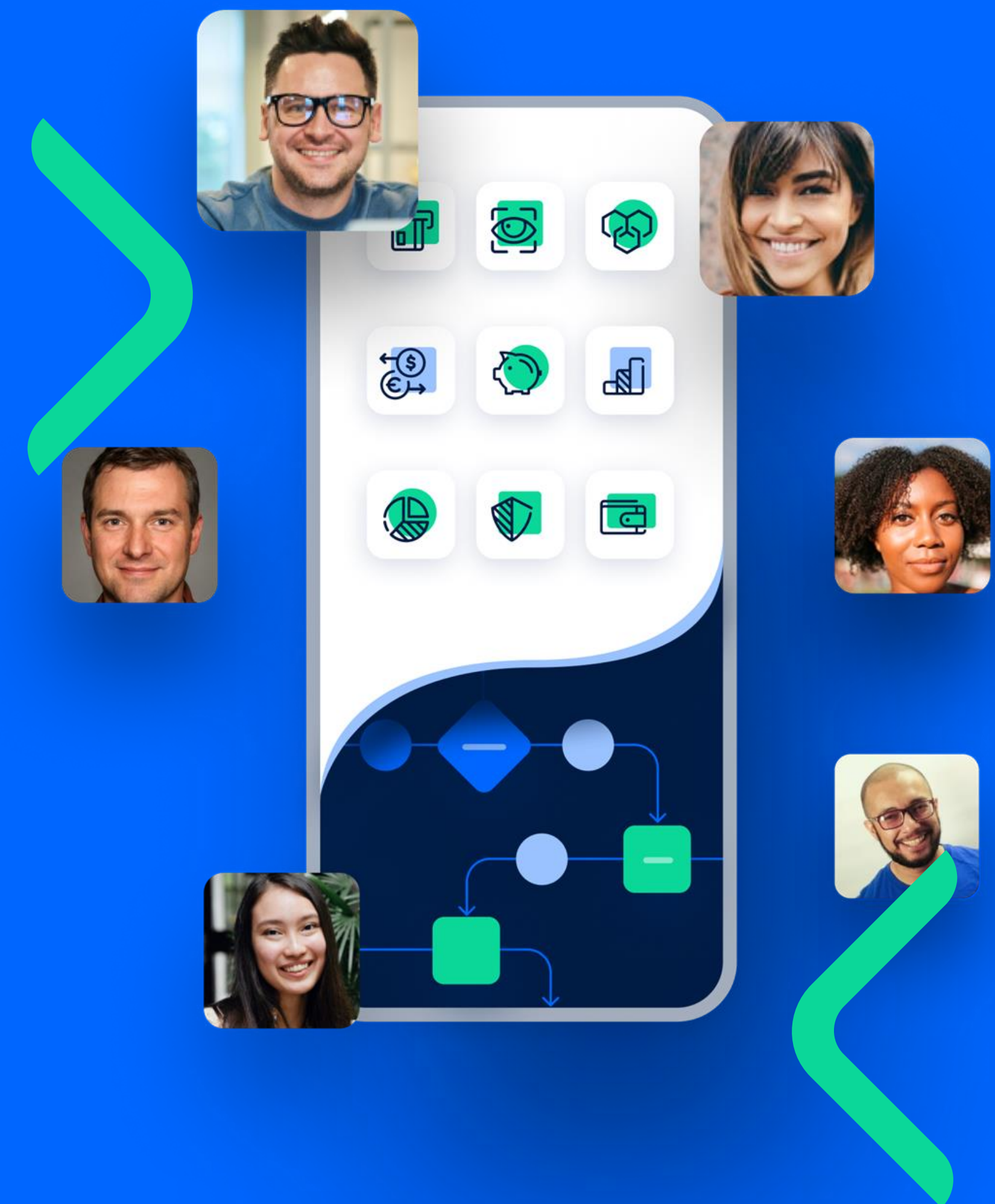
Agenda

Agency Structure

Overview of New Capabilities

DEMO

Structure Configuration

Recap

Summary & Close

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Agency Structure

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Why Agency ?

"A business or organization providing a particular delegated service on behalf of a business, person, or group"

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Our Target Clients

- Insurers that use an Intermediated Sales Model

- MGA's

- Intermediaries themselves e.g. Banks/Bancassurance

ORGANIZATIONAL CHART
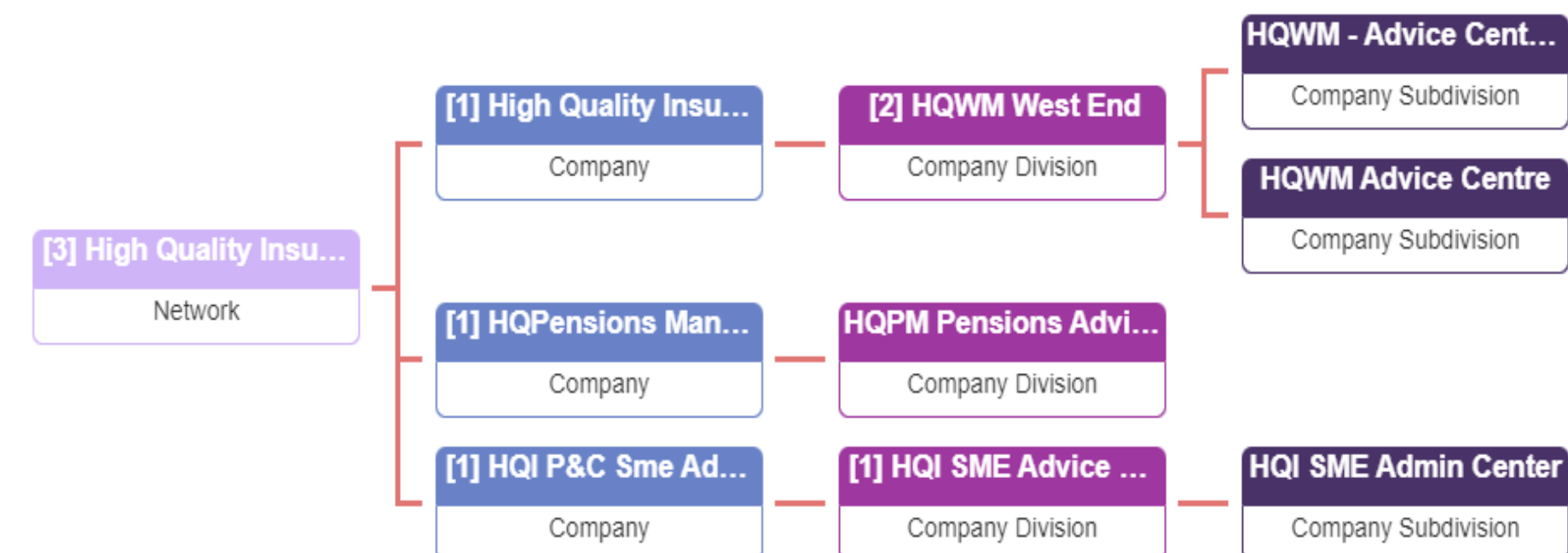
What are our **clients'** requirements and desired Features?

The Scope

Business challenges addressed

1. The ability to Configure and Maintain their own Agency structure:

➢ Multiple Levels

➢ Network

➢ Companies

➢ Company Division

➢ Sub Division

2. Configurable to match the needs of individual clients

➢ Organization Chart

➢ Naming Conventions

3. Involves Regulators and Regulated Activities (e.g. FCA UK, MAS Singapore and others)

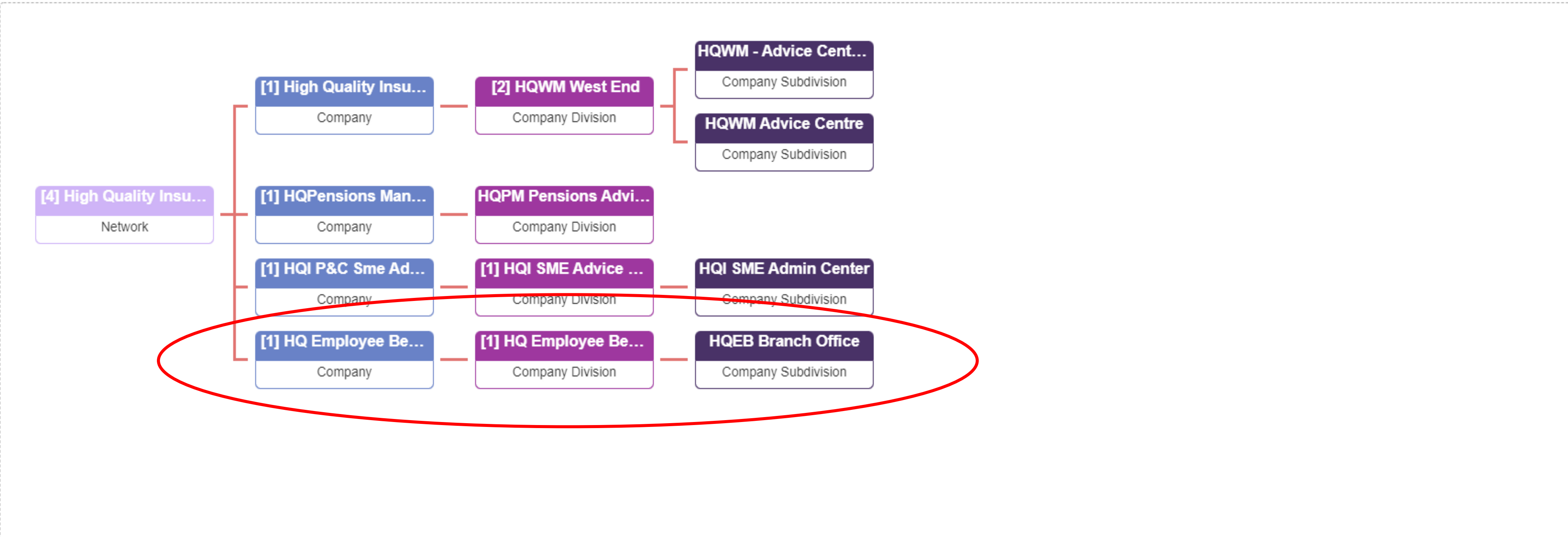**4. Main Lines of Business and the sub lines that apply under them**

➢ P & C

➢ L & H

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DEMO

02

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Agency - "Wizard driven config"
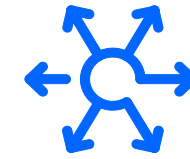
Recap & Finish

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Main updates

NEW
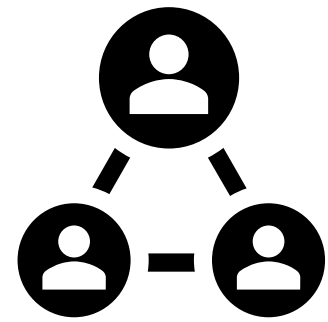
Agency Management

Future developments

Agency Management - Managing effectively the configuration of agency structures from simple to complex models. Allows ongoing maintenance to cater for:

- ➢ Changes in business activities (e.g – New lines of Business)
- ➢ Acquisitions
- ➢ Divestment
- ➢ Mergers

Foundation for the Management of Agents:
- Onboarding
- Agent Transfers
  - Internal
  - External (In/Out)
- Client/Product Suitability
- Regulated Activities (e.g. FCA UK, MAS Singapore)
- Persistency Monitoring

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Documentation
For more details check: Agency Management page

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Thank You

HyperGrowth: Focus on Repeatable Value

Focused innovation
Innovation **mindset**.

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