

# PRODUCER MANAGEMENT AND COMPENSATION SYSTEM (PMACS®)

## A flexible and scalable platform to transform your distribution management capabilities

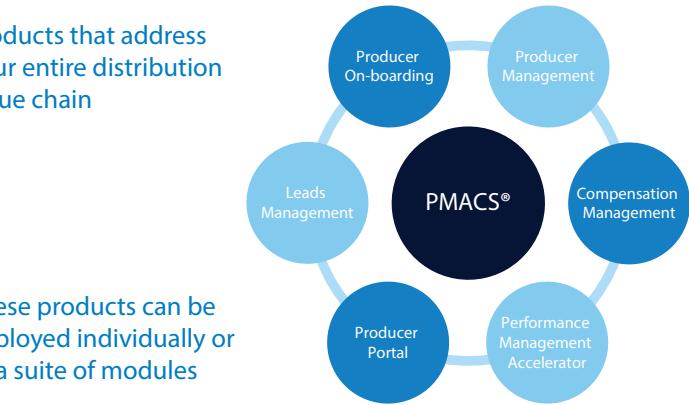
Are legacy systems impeding your ability to manage and compensate your distribution channels? Does it delay your response to changing market dynamics? Do you need a solution that allows you to optimize the effectiveness of your sales force as well as the efficiency of maintaining the necessary data on them? A solution that allows you to manage ever-changing compliance rules quickly and easily? One that provides you the required flexibility to scale up across distribution channels and geographies? Then the Producer Management and Compensation System (PMACS®) platform from Infosys McCamish Systems is just what you need.

### How PMACS® delivers the difference

PMACS® is a comprehensive suite of producer and distribution management software products specifically designed for the financial services industry. It enables faster time-to-market for new compensation plans, is reliable with calculations and accounting, and is easy to manage. PMACS® supports all life, annuity, security, pension, health, disability, and property and casualty products/ requirements, and is as flexible as you need it to be. It can be configured any way

you want, whether it's to manage 1,000 or 600,000 producers or to manage \$2 million or \$1 billion annually in commission processing.

Products that address your entire distribution value chain



These products can be deployed individually or as a suite of modules



#### Breathe life into your operations

- Reusable business rules – to configure more than **98%** of what you need
- Automation and Web self-service capabilities – to deliver 30% or more increase in operating efficiencies
- Change compensation programs – to introduce new compensation structures in just a few weeks
- Hierarchy management – to support limitless hierarchy levels



#### Stay on top of regulatory requirements

With PMACS®, you can quickly manage changes to licensing, appointments, CE requirements and maintain a current database of all applicable state rules and regulations



#### Get in-depth views of any producer or distributor

PMACS® has producer/commission management gateways to help you quickly import distributor/commission data from multiple systems, that provides you end-to-end visibility and comprehensive reporting into all your distribution channels



#### Create your preferred operating model

PMACS® can be leveraged as business process outsourcing, software as a service, and perpetual license. You can choose from one of these service models or operate with a combination of these models as your needs evolve

**3** of the top 6 US Life Insurance companies use PMACS®, as well as many other leading financial institutions in the US and Canada



**\$1 billion** in commissions paid per annum for a tier-1 financial institution

**40+** external and internal interfaces maintained for multiple large tier-1 clients

### PMACS® – fast facts

**4 million+** agents and representatives maintained across our platform



**3 million+** commission transactions managed on a monthly basis for multiple tier-1 clients

## PMACS® Products

					
PMACS® Producer On-boarding	PMACS® Producer Management	PMACS® Compensation Management	PMACS® Performance Management Accelerator	PMACS® Producer Portal	PMACS® Leads Management
Background verification process	Dynamic authority to sell	Process commissions and overrides	Track individual and group performance goals	Self-service option for producers	Fully automated leads lifecycle management
Verification of pre-registration requirements	License, appointments, registrations and renewals	Support complex compensation hierarchies	Flexible goal structure	Producer demographics and regulatory compliance details	Source agnostic leads capture process
Pre-licensing examination, product and carrier training tracking	Track continuing education and product training	Pay commissions through multiple channels	Track performance by individual, team and product	Hierarchy based access alerts on pending business	Ability to aggregate leads generated from various internal and external source
NIPR integration for PDB synchronization	Maintain producer demographics, contracts and selling agreements	Process chargebacks and manual adjustments	Support performance-based incentive management	Commission history and statements	
Online Contracting	Full-fledged data warehouse to cater to all reporting needs	Comprehensive Debt Management	Standard interfaces	Aggregate performance measures	Intuitive assignment of the leads to producers with a unique "Producer - Lead Mapping" algorithm
Personal disclosures	Integrated with DTCC, NIPR and appointment vendors	Commission statement aggregator	Gamification-enabled	Social networking features	
e-Signature enabled	Support complex hierarchies and multiple relationships	View and approve trial statements		Blast news	Detailed dashboard for home office users
Built in workflow and document management	Scheduled and ad-hoc reports to cater to all your needs	Integrated with disbursement systems for commission payouts			Ability to link leads conversion to producer performance driving sales effectiveness
Fully automated correspondence & alerts	Full-fledged audit capability	Full-fledged data warehouse to cater to all reporting needs			
		PLUS All the capabilities of our Performance Management Accelerator product			

## Success stories

### Scalable future state solution for managing producers, commissions, incentive and Rewards and Recognition (RnR).

For a leading APAC insurer, a comprehensive Incentive & RnR module was built and PMACS® provided a centralized system for managing producer information, compensation activities, and manage incentive and RnR calculation complexities. PMACS® deployment allowed customer to gain operational efficiency by moving away from legacy system for producer, compensation activities and reduction in human errors by eliminating excel spreadsheet creation and maintenance for incentive and RnR calculations. In addition, the organization was able to achieve data cohesiveness, regulatory compliance, and faster launching of innovative bonus plans.

All PMACS® components were deployed on AWS cloud infrastructure enabling client to leapfrog the competition in terms of IT Operations efficiencies and pass on that benefit to their end customers.

## About Infosys McCamish

Infosys McCamish a U.S. based subsidiary of Infosys BPM, a part of Infosys (NYSE:INFY) is a leader in providing best in class technology platforms and service solutions for the financial services industry. With deep domain experience with Life Insurance companies, Work Site Product providers and Retirement companies globally we partner with our clients to help them stay ahead of the innovation curve. We offer integrated end-to-end transformative BPM services, and have journeyed through the table-stakes of effectiveness and efficiency with an ever-increasing focus on enhancing stakeholder experience and empathy.

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