

Producer Management and Compensation System (PMACS®)

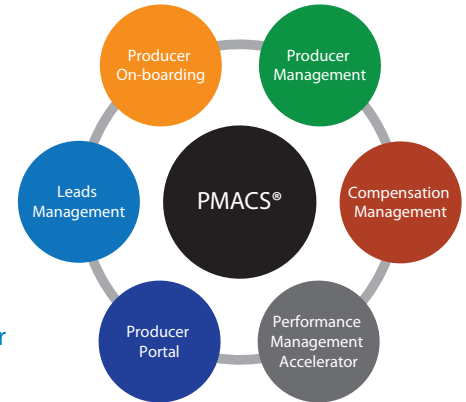
A flexible and scalable platform to transform your distribution management capabilities

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 required flexibility to scale up across distribution channels and geographies? The 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 or accounting, and 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 USD 2 Million or USD 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, so you get 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.

PMACS® – fast facts

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

2 million+ agents and representatives maintained across our platform




USD 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



750,000+ commission transactions managed on a monthly basis

PMACS® Products

|  PMACS® Producer On-boarding |  PMACS® Producer Management |  PMACS® Compensation Management PLUS Performance Management Accelerator |  PMACS® Performance Management Accelerator |  PMACS® Producer Portal |  PMACS® Leads Management |
|---|--|--|---|--|---|
| Background verification process | Dynamic authority to sell | Calculate commissions and overrides | Individual and group performance goals | Self-service option for producers | Fully automated leads lifecycle management |
| Verification of pre-registration | 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 | 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 | Maintain producer demographics, contracts and selling agreements | Calculate chargebacks / debit balances | Track performance by individual, team and product | Commission history and statements | |
| Online contract and appointment | Integrated with DTCC, NIPR and appointment vendors | Commission statement aggregator | Support performance-based incentive management | Aggregate performance measures | Intuitive assignment of the leads to producers with a unique "Producer - Lead Mapping" algorithm |
| Personal disclosures | Support complex hierarchies and multiple relationships | View and approve trial statements | Standard interfaces | Social networking features | |
| e-Signature enabled | Scheduled and ad-hoc reports to cater all the needs | Integrated with disbursement systems for commission payouts | Correspondence | Blast news | Detailed dashboard for home office users |
| Built in workflow and document management | Full-fledged audit capability | Full-fledged data warehouse to cater to all reporting needs | Gamification-enabled | | Ability to link leads conversion to producer performance driving sales effectiveness |
| Fully automated correspondence & alerts | | PLUS All the capabilities of our Performance Management Accelerator product | Full-fledged data warehouse to cater to all reporting needs | | |

Success stories

Ability to handle complex and multi-tiered selling hierarchies

For a top 5 US insurer, managing complexities of their sales hierarchies could not be done effectively on a legacy solution. With the use of PMACS® this insurer was able to deploy a unique hierarchy management solution allowing them to handle unlimited number of tiers and very complex relationships.

Achieve increased data cohesiveness and regulatory compliance

For a Fortune 500 financial services organization, PMACS® provides a centralized system for managing producer information and compensation activities. The organization was able to achieve data cohesiveness, regulatory compliance, and operational cost reductions across the enterprise. In addition, the organization will now be able to leverage the robust configurability of PMACS® to allow them to respond rapidly to firm and regulatory changes in the future.

About Infosys McCamish

Infosys McCamish a U.S. based subsidiary of Infosys BPO, 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. Our technology platforms and services, combined with execution excellence and proven best practices, optimize our clients' operations today while building tomorrow's enterprise.



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