

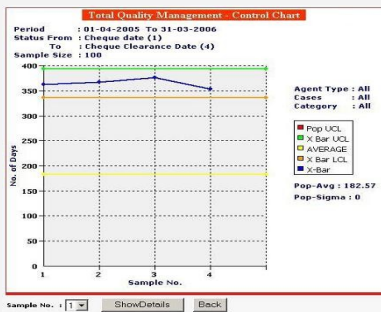
New Business Processing (NBP) solution helps the insurance companies in capturing the details of the new business acquired by the various channels. The solution also generates the key performance reports for the complete hierarchy to help management in taking business critical decisions.

Track turnaround time between statuses - Core function of the solution remains to track the statuses & turnaround time of activities between Proposal Submission & Policy Dispatch.

Sl.No.	Status Code	Status Description	Substatus Count	Priority Number	Serial Number	Allowed To
1	101	Quotation Given to Customer	0	1	1	1
2	102	Proposal Form and Payment Received from Client	0	2	2	1
3	124	New Status - 28/08/04	0	3	3	1
4	104	Proposal Submitted to Sales Manager	0	3	4	1
5	105	Proposal Approved by Sales Manager	0	4	5	2
6	106	Proposal Deposit Receipt Issued	0	5	6	2
7	108	Proposal Form submitted to BDE	0	6	7	2
8	109	Proposal Received from TN and pending for checking	0	7	8	3
9	123	New status	0	6	9	1
10	110	Proposal Checked	8	8	10	3
11	111	Proposal forwarded to EPC	0	9	11	3
12	112	Proposal Received by EPC	3	10	12	4
13	113	Registered	5	13	15	4
14	114	Sent to Underwriters	2	14	16	4
15	115	Proposal Underwritten and sent to NB	0	15	17	4
16	116	Received by NB from B/W	15	16	18	4
17	117	Printed and Stamped	0	17	19	4
18	118	Despatched	1	18	20	4
19	119	Policy Returned to EPC	0	19	21	4
21	121	Policy Re Despatched	0	20	23	4
22	120	Cancelled (Free Look Period)	0	21	24	4

Graphical Presentation -

NBP gives graphical presentation of the turn around time analysis through the TQM Analysis report; this module shows the statistical mean & deviation of the sample proposals, which are between any two statuses.



Channel Hierarchy -

One of the critical processes in channel management is to keep updated channel hierarchy. NBP takes care of the channel lifecycle activities like transfers, terminations, suspensions etc. The solution also keeps the history of these activities to help management give accurate performance reports.

Underwriting Details -

NBP facilitates entering the Underwriting Related data while entering the proposal. This helps underwriters while processing the proposal.

User Details | Masters | Proposal Maintenance | Cheque Status | UnderWriting | Utilities | Reports

Pre UnderWriting Details-Entry

*Proposal No. : _____ *Client Id. : _____
 *Date Of Birth : (dd-mm-yyyy) Gender : Male Female
 *Income : _____ *Qualification : Graduate
 *Height : 170 (cms.) *Weight : 70 (Kgs.)
 Uses Tobacco : Yes No *Occupation : Salaried Class
 Is Premium Payer Different : Yes No

Premium Payer Details

*Client Id. : _____ *Date Of Birth : (dd-mm-yyyy)
 *Income : _____ Gender : Male Female
 *Height : _____ (cms.) *Weight : _____ (Kgs.)
 *Qualification : --Please Select--
 *Occupation : --Please Select--

Note: All fields marked with "*" are mandatory. [Submit]

Proposal & Policy Details -

NBP provides exclusive storage of proposal details. This helps users to analyse the proposals for various internal activities. Some of the details captured are, Riders & Benefit wise premiums & Sum assured, Payment Details, Agent ID, parameterised categories to define the proposal. NBP stores the policy related data to check the renewals, lapsations & cancellations. This filtered data of NBP can be further used for the data mining purpose.

Channel Performance Reporting

NBP is equipped with the exhaustive MIS reports giving productwise, hierarchywise, regionwise, channelwise business procured. The best part of all these reports is unique drill down option, which takes the manager from top level of hierarchy to the individual proposal level. The selection criteria for these reports have been kept more or less same for all the reports so that user can see what he wants to analyse.

Business Forecasting

NBP generates MIS reports, which gives the details of the Renewals, Settled & Lapsed policies helping the channel manager in forecasting his teams business. It even gives the accrued commission details to the managers to forecast the expenses. Reports like Lives & Commission, Renewal dues V/s Collection & Outstanding Summary gives the sales manager the insight into the work to be carried out by his/her down level.

All reports have Export to Excel Option giving easy to analyse data from the reports.

Document Management System Link

This module searches the document generated from the document management on the basis of the selection criteria. It helps the Agents in viewing online documents like Consent Letter, Premium Deposit Receipt, Requirement Letter. Application also has module to search templates like Commission statements, Premium Certificate, Renewal Premium Notice, Lapse Notice. The search shows the various documents issued for the policy number with date of generation.

Banking Transaction

The application allows maintaining data related to the cheque deposited. It also tracks the statuses like Bounced, Cleared, Awaited.

Rules & Roles management

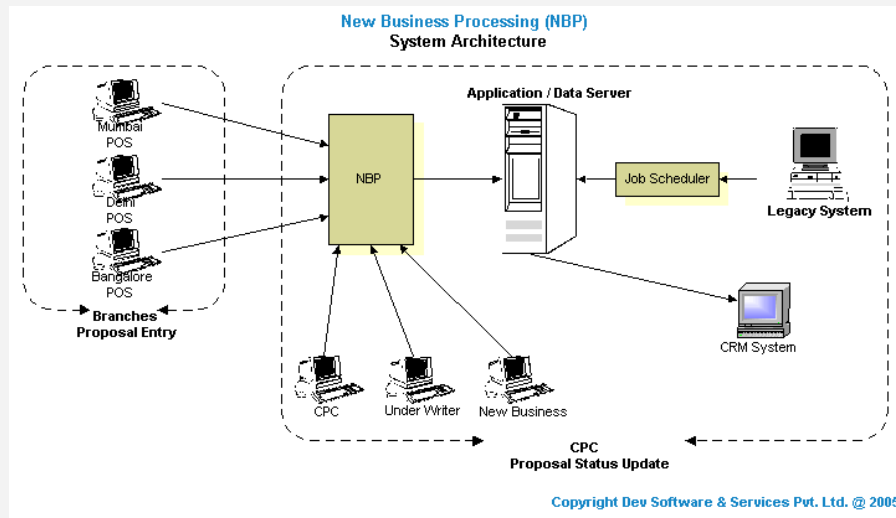
NBP is developed with highly secured & parameterised architecture allowing User Group level access to the system. Particular group can view & analyse data of his & own down line. All the internal modules have been captured in the table format so to give rights for Addition, Modification & View at the group level. The solution also allows administrator to customize entry screen for the individual user.

Parameterised Definition -

Statuses are being maintained in a flexible manner so that in case of change in business process, it can be easily accommodated in application by adding or inserting a status or sub status in the system. NBP facilitates the management to set the standard turnaround days for every status. This helps in doing the ageing analysis for the given statuses. NBP allows adding new hierarchies to the existing channel.

Seamless Integration with Core System

NBP solution is woven around the core systems like Policy Administration & accounting system. Core data needed by NBP modules is being captured from the core system as day end backend jobs, eliminating the human interface to avoid errors. Logs have been created to report the failure of these processes. Following details are captured through these jobs - Proposal details, Policy details, Agent details.

Architecture -**Technology Used -**

Front End - ASP 1.0, Back End - Oracle 9i.

About Dev Software & Solutions Pvt. Ltd. -

Dev Software is a software solution firm having its niche in Banking, Financial Services & Insurance (BSFI) sector. The firm has put in 100 man-years in the industry, helping its clientele by developing mission critical applications. Dev Software now works with top 4 Indian Private Insurance Companies. Experience, responsiveness and customer focus - these are the qualities that make Dev Software the partner that your company can rely on to achieve your competitive advantage.