

## **SunGard Offers iWorks EIM and EIM Analytics, Solutions for Incentive Compensation Management (ICM) for the Insurance Industry**

SunGard iWorks has invested in compensation management solutions that meet the complex challenges insurance carriers face today. The comprehensive strategy includes market leading solutions for ICM and analytics that promote channel flexibility and support expanding product portfolios.

### **Facing Incentive Compensation Management (ICM) Challenges**

In order to maintain agility and remain competitive in today's marketplace, insurers must focus on the productivity of their distribution network. Insurance companies' incentive compensation programs are notorious for having complex hierarchies and contract structures. Adding to the complexity are compliance requirements, which are often confusing. As such, carriers must ensure the viability of their sales force and guarantee that their often complex compensation programs are properly applied while maintaining a positive ROI.

### **Simplifying Your ICM Program with iWorks Enterprise Incentive Management (EIM)**

iWorks EIM is a distribution and compensation management solution for the insurance industry. iWorks EIM manages a wide range of distribution channels along with their complex hierarchies. iWorks EIM supports compensation for all product lines including life, health, group, annuities, mutual funds, and property and casualty. A centralized data management structure promotes cost savings by servicing disparate distribution channels from one location. iWorks EIM is an end-to-end solution that supports service agents within a single platform, handling requirements from on-boarding through to payout.

### **iWorks EIM Receives Gartner's Highest Rating**

The iWorks EIM solution received a "Positive" rating in Gartner's MarketScope for Insurance Incentive Compensation Management Applications." SunGard (<http://www.sungard.com>) was one of eight vendors evaluated for the report and received the highest rating given to a vendor, "Positive".

### **Business Analytics – Proactively Managing Decision-Making and Gaining a Competitive Advantage**

Business analytics initiatives promote an organization's success, as data is used to evaluate the effectiveness of a sales channel. In order to compete, insurers must carefully judge business decisions and ensure that they are based on sound analysis of actionable data. Business analytics is the discipline of gathering and interpreting data in order to enable business decisions and optimize business processes, operations and overall effectiveness.

### **Introducing iWorks Analytics for Enterprise Incentive Management (EIM)**

SunGard iWorks Enterprise Incentive Management (EIM) is a leading compensation and incentive management application specifically designed for the insurance industry. SunGard has taken the iWorks Analytics architecture and developed iWorks EIM Analytics, which provides comprehensive and interactive business intelligence and reporting facilities.

EIM Analytics focuses on product effectiveness, producer and distribution channel effectiveness, and financial results through the use of dynamic reporting and analytic dashboards. EIM Analytics provides business line management, as well as sales and marketing executives, the insight that they need to quickly understand their markets and make the necessary adjustments to transform their organizations and become more competitive.

SunGard developed EIM Analytics reports in partnership with LIMRA. LIMRA consultants played a key role identifying the compensation planning and forecasting tools of most value for effective, proactive channel and producer management. The EIM framework also utilizes Microsoft's proven business intelligence (BI) platform which includes Microsoft Office SharePoint Server for group and organization-wide business intelligence, Microsoft Office Excel and other Office applications for individual business intelligence. Microsoft SQL Server provides the data management and analysis platform.

### **About SunGard**

SunGard is one of the world's leading software and IT services companies. SunGard serves more than 25,000 customers in more than 70 countries, including the world's 25 largest financial services companies.

SunGard provides software and processing solutions for financial services, higher education and the public sector. SunGard also provides disaster recovery services, managed IT services, information availability consulting services and business continuity management software.

With annual revenue exceeding \$5 billion, SunGard is ranked 435 on the Fortune 500 and is the largest privately held business software and services company on the Forbes list of private businesses. Based on information compiled by Datamonitor,\* SunGard is the third largest provider of business applications software after Oracle and SAP. Continuity, Insurance & Risk has recognized SunGard as service provider of the year an unprecedented five times. For more information, please visit SunGard at [www.sungard.com](http://www.sungard.com).

\*January 2009 Technology Vendors Financial Database Tracker <http://www.datamonitor.com>

## **SunGard iWorks**

Agile Solutions for the Insurance Industry.

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