



opensymmetry



Why are OpenSymmetry and SAP better together?

- Decades of combined experience in successfully helping companies of all sizes and industries adopt and incorporate SPM industry best practices into their SPM programs.
- Provide deep Insurance based expertise with SAP's continually-expanding insurance portfolio and OpenSymmetry's speed to master new SAP technology innovations.
- Deliver comprehensive solutions that satisfy all SPM-related needs, from ICM, territory and quota management, forecasting and accruals, and more.
- Utilize proven methodologies developed to eliminate redundancy and duplication and built to be adaptable to changing business objectives.
- Share a common goal of helping our customers to be self-sufficient with their SPM programs through training and ongoing support.

INSURANCE: AGENT PERFORMANCE OPENSYMMETRY & SAP

AN INTRODUCTION TO OPENSYMMETRY & SAP

Meet OpenSymmetry: A global consulting firm, founded in 2004, with a laser-sharp focus on end-to-end sales performance management (SPM) solutions, from strategy to implementation and beyond.

Meet SAP: One of the industry-leading providers of SPM technology, offering a broad portfolio of insurance specific solutions including incentive compensation management (ICM), Onboarding, and Agent Connection.

OpenSymmetry, an experienced implementer of SAP's SPM technology solutions, kicked off its global partnership with SAP in 2008. To help customers maximize return on investment and optimize utilization of SAP solutions, OpenSymmetry tailors each SAP implementation to support the customer's business objectives and unique challenges to meet their specific needs.

THE BEST OF BOTH WORLDS

OpenSymmetry and SAP bring together the best of SPM technology and consulting services to deliver transformative sales performance solutions.

SAP has invested heavily in the development of an insurance solution with much of the functional offerings based specifically off customer feedback. OpenSymmetry maintains a team of top-notch SAP consultants who are proficient in the entire SAP technology portfolio:

SAP APM - a web based, automated insurance commissions ecosystem that brings together data from across the organization to provide frictionless commissions processing

SAP Onboarding - A workflow based onboarding platform that creates a seamless onboarding process to support efficient onboarding and ongoing producer compliance. Onboarding includes pre-built integration with major compliance bodies like NIPR and FINRA to ensure proper licensing, appointment, and further compliance requirements are satisfied in the solution.

SAP Agent Connection - Agent Connection brings together commissions, enrollment, compliance, marketing communication, and more data into a centralized portal to provide your producers more visibility into their business and status with your organization.

Some of the most common challenges we help our customers overcome include:

- Administrative and Operational Inefficiencies resulting in wasted time – Sales compensation managed through manual processes, including spreadsheets and emails, lead to unnecessary workarounds and payment errors and disputes that ultimately result in time being spent on non-strategic efforts.
- Poor visibility – Inadequate analytics and reporting make it impossible for organizations to provide visibility to their producers
- Unreliable compliance data – Compliance data sourcing is often difficult to manage across disparate sometimes siloed systems, making payments and reporting problematic and costly.
- Inability to scale and adapt – Organizations with short-term, tactical thinking end up with SPM software implementations that tend to create operational barriers to growth.
- Lack of implementation readiness – Companies often don't have a formal process to assess change readiness, so their investments in sales compensation software can fall short of expectations and/or lead to significant challenges during deployment.

To learn more about how SAP ICM/APM can help resolve agent compensation specific issues. Please feel free to download our white paper.



SAP APM—SaaS based producer lifecycle management and incentive compensation system designed specifically for the insurance industry. APM includes onboarding, producer management, customer/policy management, integration and reporting and analytics.



WHAT CAN OPENSYMMETRY & SAP DO FOR YOU?

We combine our SPM consulting expertise and technology solutions to give you clarity, scalability, and confidence to deploy and maintain best-of-breed agent performance programs. We focus our efforts on providing value to your end users, enhancing operational efficiency, and improving sales performance.

Some of the most common benefits our customers experience from an OpenSymmetry + SAP engagement include:

- Cost savings with the use of strategic, performance based commission and bonus plans and improved producer mind share from a reduction in payment errors and disputes
- Faster, more informed decision-making fueled by reliable, data-driven analytics and improved visibility
- Reduced risk and higher compliance with automated tracking tools for easy access to payment history and details in the event of an audit
- Greater confidence and trust among the producer community through the transparency created by real-time, accurate reporting and error-free compensation payouts
- The power of scalability and adaptability that comes with a purpose-built automated platform



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MANAGE A COMPREHENSIVE SOLUTION.

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