

# Commissions

WERDIA  
INSURANCE  
APPLICATIONS

FREEDOM FROM THE SHACKLES OF FORMAL AGREEMENTS  
- **GIVES A NEW BOOST FOR SELLERS**

# Commissions

- for calculating commissions, reporting and payments

**Werdia is the first company to introduce a sales commission payment system designed for Finnish insurance companies. The browser-based Commissions system is easy to use and produces significant competitive benefits for insurance companies.**

## **More complex commissions**

Insurance companies are increasingly outsourcing their sales to commission agents. Outsourcing can also be seen as more numerous outbound call centres that work actively with customers. Employees' bonuses with provision and fixed salaries are often tied to realised sales. As a result, the need for different commission agreements and sales commissions is increased significantly. The salary payments of insurance companies have not kept up with the pace of this development as the traditional systems are based on a fixed monthly salary and manually calculated exceptions. The calculation of complex commissions using different Excel tables is slow and difficult. In addition, there are many calculation errors that financial departments need to settle with sellers.

## **Commissions increases sales to a whole new level**

The software company Werdia has vast experience in the development of software tailored specifically for customers. We have solved the problems

of insurance companies for years and are familiar with the special features in the industry. Commissions is a new product developed by Werdia that solves any problems related to the agreement and payment of sales commissions. With the system, insurance companies can tailor individual agreements for each seller, and process commission reporting and payment quickly and easily. Commissions frees insurance companies from the chains of formal agreements and calculation systems, and helps to raise the sales organisation to a whole new level.

With the Commissions system, insurance companies can control their sales organisations as precisely as required. Commission agreements can be adjusted specifically for each individual, group, sales channel, product and period. The system can process complicated sales agreements that contain rates specified by different limit values, compensation denominated in euro and one-time bonuses. With properly adjusted commissions, management can motivate sellers and encourage them to sell specific products. Insurance companies require competent sales negotiators and agents in order to survive. Intelligence should also be required from IT systems.

**The Commissions system  
produces significant  
competitive benefits**



**Management can keep up to date with the sales situation and react quickly to any problems**

### **Accurate and quick salary calculations**

Commissions is a light system that is easy to install. The system facilitates the work of financial departments in insurance companies. Werdia organises training for administrators who, after training, can maintain information and make the required changes in commission agreements. The system provides the financial department with all information related to the payment of salaries and commissions, and accumulated provisions. New sellers can be added to the system, moved from one sales group to another, and deleted, if required. Each insurance product sold generates a single record in the system, to which all information related to the sale transaction will be connected. In addition, previous agreement versions and other history information will be stored.

The accumulation of provisions can be monitored in real time or following a specific schedule. Sellers can monitor the development of sales at

an individual level – or at a group level if the team has a group objective or there is a sales competition. With the system, insurance companies can also recollect any commissions paid if customers cancel their insurance within a short period of time. Compensation for the use of phones, offices or supplies can also be collected from agents.

### **Increased Business Intelligence**

Commissions also provides the management with an excellent tool for analysing and developing sales. Sales information can be run from the system specifically for each seller, product or region. Because of quick reporting, management can keep up to date with the sales situation and react quickly to any problems. As the system is built on a database and has easy-to-use search functions, insurance companies can utilise their information capital. Commissions helps insurance companies in developing their service selection and pricing.



## Technical system specifications

- The user-friendly user interface enables quick adoption of the software logic. Werdia organises user training for system administrators.
- Because the system is browser-based, the software is also available to remote employees 24/7. Login is carried out using an individual user ID and password.
- Administrators can quickly create or deactivate user IDs in the event of new recruitments and discharges.
- Different levels of user rights can be created for different user roles.
- The open documented interface enables data transfer from different information and insurance systems.
- The system stores a version history for agreements and calculations.
- Werdia organises the required hosting, maintenance and support services. Software version updates are automatically available to customers without any separate installation.
- If required, Werdia can edit the system according to customer needs and develop new functions.
- The Commissions and Leads systems are easy to integrate. They can also be installed separately.
- The system has been implemented using Microsoft.NET technology, and uses the Microsoft SQL Server database.



**Freedom means that terms  
are dictated by the user  
– not the system**

**Werdia Oy is a profitable Espoo-based growth-seeking company that produces innovative software solutions for its customers. The company has committed personnel with thorough competence in the insurance, infrastructure and traffic industries, in particular.**

Werdia Oy produces demanding software products and services that significantly facilitate the business operations of its customers. We have vast experience in the development of innovative software products in close cooperation with our customers. Werdia has thorough and extensive expertise in the insurance and banking fields, in particular. We have designed several products for the insurance field that, for the first time, solve typical problems faced by sales organisations and improve the efficiency of their operations. Furthermore, Werdia has long-term expertise in the infrastructure and traffic fields.

Werdia is a stable and reliable software company established in 2000. Our modern and comfortable office is

located in HTC Keilaniemi, in Espoo. We have long-term customer relationships and highly professional and committed personnel. We work efficiently, but with a human approach. Werdia is a financially profitable and stable company with a credit rating of AAA (Dun & Bradstreet). The company is wholly owned by its management and board members. Werdia will strongly increase its operations in the near future. Our competitiveness and competence are built on a firm foundation. We can implement demanding software solutions with highly competitive cost-efficiency. We can invest in growth, recruit new and top-class professionals and develop new innovative products for the market.

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