



SMP
Corporate Profile
Solutions Made Pocketable

Overview

SMP Solutions Pte Ltd (“SMP” which stands for **Solutions Made Pocketable**) is focused on developing and delivering **Unified Point-of-Sales (UPOS) Solution™** for the insurance sector. SMP’s UPOS Solution helps insurance companies meet key business challenges thrown up by increased global competitions and market deregulations.

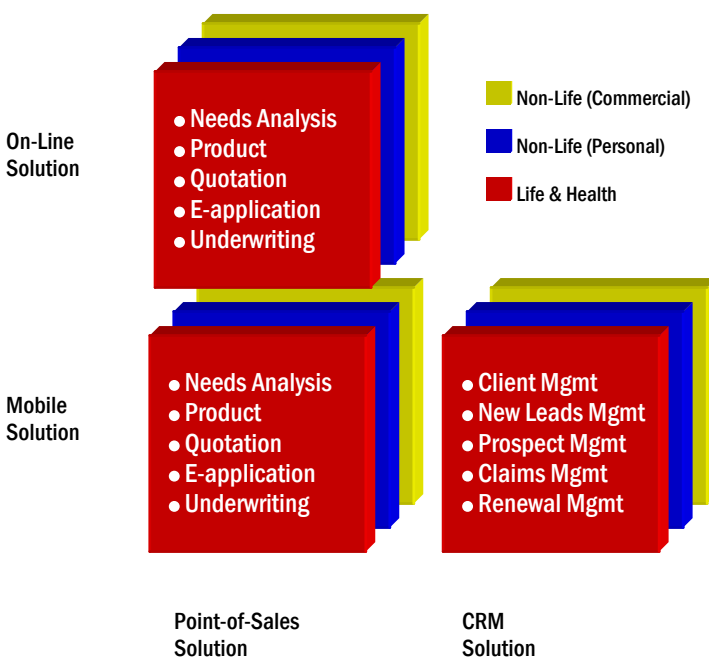
The Challenges faced by insurance companies include the need and pressure to:

- **Expand revenue potential** through leveraging on multi-channel distribution channels, and increasing cross-sell opportunities
- **Improve profitability** through proactive customers retention strategies
- **Increase sales productivity** through transformation of the traditional sales/agents force – which will continue to be the key distribution channel for many insurance companies.

High Adoption Strategies

UPOS™ Unified Point-of-Sales Solution

SMP’s proprietary **Unified Point-of-Sales (UPOS) Solution™** is a comprehensive business solution to address the **Multi-Channel Distribution Strategies** of insurance companies in both the life and non-life sectors. Through systematic implementation of **High Adoption Strategies**, SMP has successfully helped its insurers-customers achieved astonishing adoption rates of more than 80% of its targeted users within 8-to-10 months period from implementation.



Key Advantages

The key advantages of SMP's UPOS™ Solution are:

- **Support Both Life & Non-Life Sectors**

The range of insurance products that SMP's UPOS™ solution supports include:

- **Life** – Whole Life, Term Life, Endowment, Unit/Investment-Link, Riders
- **Non-Life (Personal)** – Motor, Home, Fire, Personal Accident, Golf
- **Non Life (Small Commercial)** – Motor, Fire, Workmen, Group PA, Business Stoppages, Marine, Thief

- **Full Sales-Cycle Capable**

SMP's UPOS™ solution support the full sales-cycle of the insurance professionals, from prospecting and understanding clients' needs, to products illustration and quotation, to completing the transaction and submitting the application & proposal remotely, to the ability to access to clients' and prospects' information anytime, anywhere.

- **Connected and Disconnected Capable**

In order to implement multi-channels distribution strategies effectively, insurers have to address the unique characteristics and needs of each distribution channels. SMP's UPOS™ solution is designed to support multi-channels distribution strategies through its multi-deployment modes capability:

- **Connected or online mode** – suitable for bancassurance partners, direct sales channels such as online brokers portals, etc
- **Disconnected or offline mode** – suitable for mobile sales force, such as tied-agents, independent agents, brokers, independent financial advisors, etc.

- **Integrate-ability to Back-end Systems**

SMP's UPOS™ solution are able to integrate seamlessly to insurers' back-end system, via SMP's eWORKFlow™ client-server application – with the ultimate objective of delivering a straight-through process capability to the insurers.

- **Multiple Languages Capable**

Languages supported include English (and other alphabet-related languages), as well as double-byte languages such as simplified Chinese and traditional Chinese, Japanese and Korean.

Contact

SMP is headquartered out of Singapore. It has to-date established sales, marketing & technical support offices in Kuala Lumpur and Taipei. Plans are underway to commence similar offices in Hong Kong, Shanghai and Tokyo. Please direct all business interests and enquires to the Singapore office or to the email below:

Enquiry Email:
enquiry@smpdirect.com