

# International Insurer Increase Sales and Productivity



## Facts at a glance

- Global Employees 80,000+
- Global Revenue US\$50b++
- Country: Hong Kong SAR
- A global financial services institution providing comprehensive solutions in banking and insurance

## FlexSystem Solution

- [Business Intelligence](#)

## Key Issues

- Could not report across silos of information in a timely manner
- Needed to bring pro-active sales information to front office sales roles
- Required ability to give different management levels key productivity data
- Needed a mechanism to encourage staff based on relative peer performance
- Needed a tool for third party sales teams to increase sales productivity

## Needs and Challenges

- Key data in multiple systems including legacy systems
- Confidence in data low
- Costs of management of reporting high due to inefficiencies
- No real depth to management information for stakeholders
- Information not timely especially to monitor new products

## Benefits

- Access to demographic sales data that helps increase revenue when with customer
- Access to reporting at different management, summary location or specific location
- Access to product group or specific product sales

