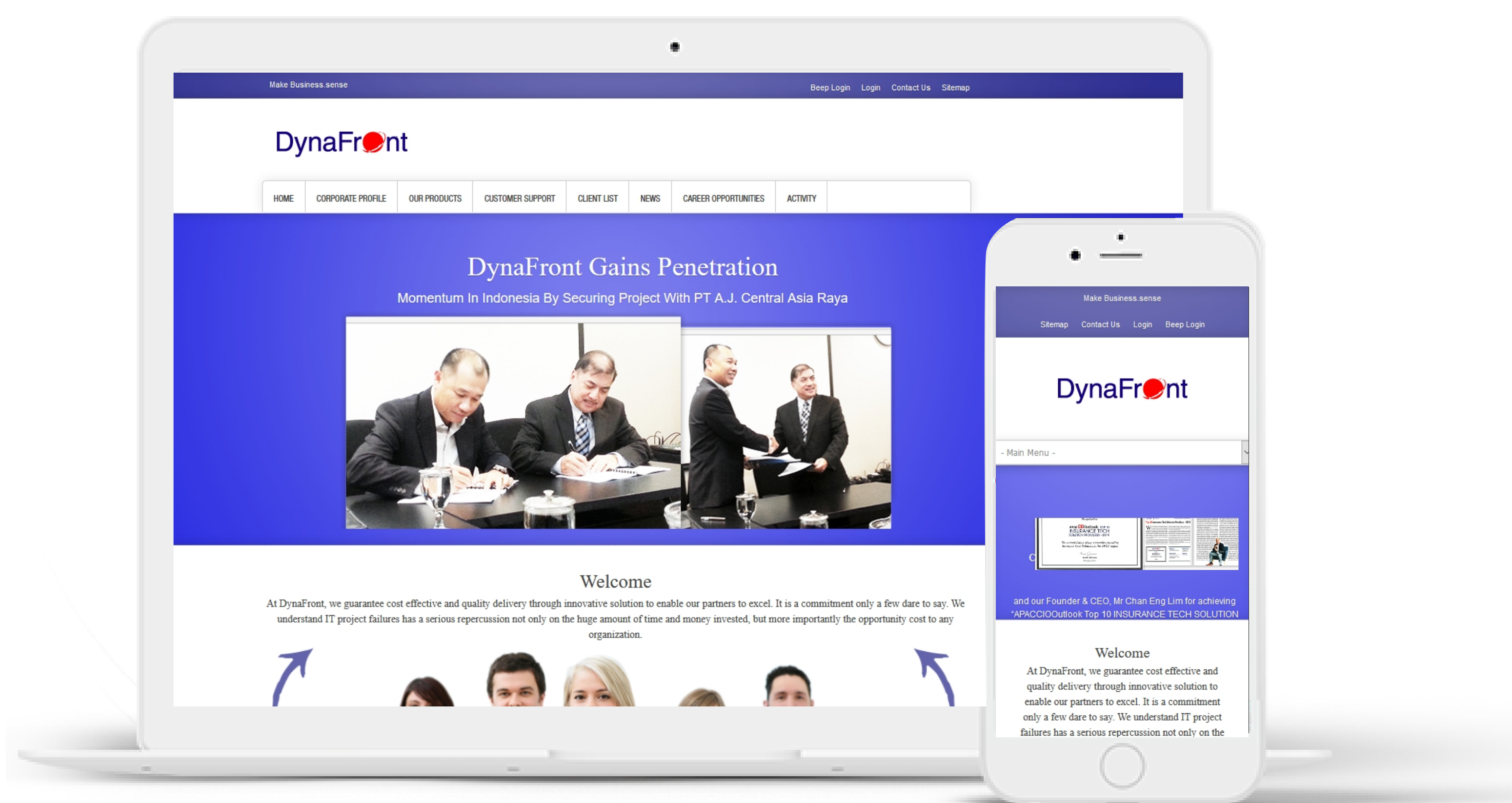


Efficient Business Transactions Realized



Overview

DynaFront Systems Bhd. was in the need of an enterprise-level web content management system. Apparently they faced several challenges associated with business prospecting. What they needed was end to end sales process management and a highly customizable solution that could be easily and appropriately integrated within their existing IT systems.

Background

DynaFront is a renowned name in the business of life administration systems. Their system supports different product designs and caters to distinct needs of corporate customers. They provide a high degree of flexibility with a fully functional administration platform that lets their users choose and manage their insurance plans and products. DynaFront is a company that is known to support unorthodox product offerings depending upon the demographic of the target market.

Problem At Hand

- Lack of constant business-to-customer interaction in the insurance industry
- Continuous and regular visits are required by the sales team to make sure that the clients are kept updated with the available health / insurance plans that they can invest in and also understand their benefits
- Due to the volatility of the market, insurance schemes and their benefits keep on changing which requires constant updating
- The stock markets directly impact the value of premium and the sum assured which makes it difficult for the company to provide the customer with an accurate estimation of their return on investment

Proposed Solution

- Streamlining the insurance workflow process was required
- This would eliminate the complicated activities that are performed to manually place entries that more often than not are very prone to errors. For this purpose a mobile application and web portal were designed.
- This would help the sales person to effectively and efficiently process the entries and perform data analysis. It would also automate several other minute but important tasks.
- They will be able to obtain real time statistical data in an easily understandable graphical form.
- Performing options comparison in real time vs. variable time period of investments will become easy as well.
- The web application and mobile platform comprise an end-to-end solution that will create sales proposals, exhibit final quotes to the clients, remit policies when completed, and will also be well synchronized with each other in real time.

The Result

This project was a huge success for DynaFront and Team Elite. The entire solution was completed and delivered within the stated time and budget constraints. Due to super fast automation of tasks, their sales force was able to achieve their milestones and allotted targets prior to the completion date.

