

# Oracle Health Insurance Enterprise Commissions



## KEY FEATURES

- Built for healthcare payers that operate in a commercial individual or group health insurance market.
- Flexible rule driven configuration model
- Built to handle large volumes, architected for scalability
- Out-of-the-box web services, ready to connect to contingent components
- Complete traceability of applied rules and decisions for every request
- Native multi-language support

## KEY BENEFITS

- True component solution, drastically simplifying the implementation of this component into your application landscape
- Reduce operational cost through automation of standard decisions in decision tables
- Reduce IT dependency through business-user-centric configuration, precluding the need for custom IT solutions
- Reduce time-to-market by leveraging a flexible configuration model

Healthcare Payers that operate in a commercial market need to incent and compensate their internal sales agents as well as external brokers based on the volume of sales or on the amount of revenue that they generate, and in such a way that the sales targets are aligned with the strategic direction of the organization. Oracle Health Insurance Enterprise Commissions enables that by providing Healthcare Payers the flexibility of a rule driven application.

## Managing Compensation Plans

Oracle Health Insurance Enterprise Commissions allows you to structure compensation plans and rules in such a way that you can align the sales effort of both internal sales agents and external brokers with your strategic direction.

You design compensation plans using a library of prebuilt compensation rules that allows you to mix and match different rules, such as percentage of sales transactions, or level of achievement against a sales target, or by configuring your own compensation rules that capture exactly how you want to incent your sales staff.

By capturing your organizations structure and allocating compensations plans to teams or individuals, you can implement sales compensation based on individual targets, group targets, or based on the total sales of all employees under a sales manager.

## Automating Payment

Oracle Health Insurance Enterprise Commissions provides you with an out-of-the-box sales compensation calculation process that consists of

- Receiving sales transactions. Sales transactions can be received using the pre-integration with Oracle Health Insurance Enterprise Policy Administration
- Allocating sales transactions. Using configured comp plans the system determines which sales agents, sales teams and sales managers are eligible for compensation for a sales transaction.
- Calculating the commission. By evaluating the compensation rules OHI Enterprise Commission calculates the amount of commission to which a sales agent is entitled

## Provide Insight

By keeping track each sales transaction and the allocation of the transaction to sales agents or and sales teams and how it contributes to the total commission payment, Oracle Health Insurance Enterprise Commissions gives you full insight into the calculation of the sales commission. This allows you to provide detailed specifications

**RELATED PRODUCTS**

The following applications can be used to complete a health insurance payer component architecture

- Oracle Health Insurance Enterprise Policy Administration
- Oracle Health Insurance Claims Adjudication
- Oracle Health Insurance Claims Pricing
- Oracle Health Insurance Authorizations
- Oracle Health Insurance Value-Based Payments
- Oracle Health Insurance Claims Analytics
- Oracle Insurance Revenue Management and Billing
- Oracle Fusion Financials
- Oracle Health Insurance Enterprise Rating
- Oracle Documaker

that explain to your sales agents and sales managers how their commission was calculated.

**Industry Knowledge**

Oracle Health Insurance Enterprise Commissions is built upon the industry knowledge that comes from 2 decades of experience with implementations at Healthcare Payers across the globe and an installed base with customers that range in size from 200 thousand to more than 4 million members.

**Oracle Health Insurance Components**





Oracle Health Insurance Enterprise Commissions is part of the Oracle Health Insurance Components suite, which are open, standards-based enterprise applications that are built specifically to integrate into a component-based architecture. Each Component automates and simplifies a specific health insurance payer core process, ranging from claims adjudication to policy administration, and can be deployed separately or pre-integrated in combination with other Components.

Oracle Health Insurance Components are built to simplify, automate and standardize a healthcare payer's back office, while retaining the agility required in dealing with ever-changing market demands in a highly competitive marketplace.

**CONTACT US**

For more information about Oracle Insurance, visit [oracle.com/insurance](http://oracle.com/insurance) or call +1.800.735.6620 to speak to an Oracle representative.

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