



# The Intelligent Core of Distribution Management

Duck Creek Distribution Management is the intelligent distribution core that gives insurers control over who they appoint, visibility into how partners perform, and data on where distribution investment delivers the greatest return. It unifies producer data, workflows, and insights into a single system of record spanning onboarding, licensing, appointments, compensation, and performance. With configurable workflows, embedded self-service, and real-time insights, carriers can activate the right distribution faster while scaling growth with confidence, compliance, and profitability.

## Bringing home the gold for our customers

Duck Creek is recognized as an industry leader and trusted by 75% of the world's largest global insurers.

Celent.



Luminary for  
Distribution  
Management

Leader

## Common Distribution Challenges

## How Duck Creek Distribution Management Moves You Forward

### Fragmented distribution operations and data



Insurers manage producers, appointments, compensation, and performance across disconnected systems, limiting visibility and slowing profitable decision-making.

### Single intelligent system of record



Unified onboarding, licensing, appointments, hierarchies, compensation, and performance delivers real-time insight and tighter alignment with PAS so carriers can invest and scale with confidence.

### Inefficient onboarding, appointments, and compliance



Manual onboarding and blanket appointment strategies increase costs, delay speed to market, decrease network satisfaction, and expose carriers to unnecessary compliance risk.

### Lower costs, Increased Efficiency



Automated onboarding, licensing, and self-service activate productive producers while lowering appointment costs, maintaining compliance, and improving agency satisfaction as distribution scales.

### Limited insight into producer performance and profitability



Carriers struggle to understand which producers, channels, and incentives actually drive profitable growth, making it difficult to optimize distribution strategy.

### Enable smarter distribution decisions



Connecting earned premium, policy, and compensation data with performance visibility helps align incentives, improve partner performance, and drive profitable growth.



Control your distribution today. Scale your growth tomorrow.



# One Intelligent Platform to Unify Distribution and Accelerate Growth

## FEATURES

### Intelligent Onboarding and Just-in-Time Appointments

Appoint producers the moment they sell, reducing appointment costs and accelerating speed to market.

### Book of Business Transfers and M&A Support

Reduce risk with workflow guided agency M&A and book transfers that automatically update hierarchies and policy systems.

### Connected Compensation and Performance Management

Ingest policy data for accurate payouts and create targeted commissions, bonuses, incentives, and profit-sharing plans.

### Unified Distribution Intelligence

Real-time visibility into partner performance across flexible hierarchies to optimize channel strategy.

### Agency Self-Service and Collaboration

Giving agents access to secure self-service portals improves satisfaction and reduces carrier admin effort.

## Why Carriers Win with Duck Creek

### ● Unified Execution with Embedded Intelligence

Unified execution and intelligence help carriers make smarter decisions about appointments, investment, and profitable growth.

### ● Frictionless & Transparent Agency Experience

Become a preferred partner for producers, driving stronger placement, retention, and profitable growth.

### ● Connected to the Insurance Lifecycle

Stays in sync with PAS and core operations, enabling closed-loop insight from policy and premium data back into distribution strategy.

### ● Extensive ecosystem connectivity

Purpose-built to handle complex hierarchies, multi-channel distribution, and evolving regulatory requirements without sacrificing agility across any LOB.

### ● Targeted Commission and Incentive Plans

Design flexible commission and incentive programs aligned to strategic growth goals using low-code tools and model what-if scenarios. Integrate with policy systems and payment processors.

## Performance at Scale

**500k**

Active Agent Workforce Managed

**\$127M**

Avg Commission Disbursed Every Month

**42%**

Estimated annual costs savings post implementation


## Proven in the Market

### Encova

Agent onboarding now averages less than a day, with processing time reduced by 90%, error rates down at least 80%, team productivity up 40%, and annual cost savings estimated at 42%.

### GAINSCO

Fueled Rapid Growth by Scaling Agent Loyalty with Fast, Frictionless Onboarding.

**"When you're dealing with tens of thousands of agents, you can't support them with a small team of people unless you have Duck Creek Distribution Management and self-service."** 

Nicole Dalal, SVP – Chief Experience Officer  
**GAINSCO AUTO INSURANCE**