



**BEANTECH**

SMART  
TECHNOLOGY  
SOLUTIONS

# COMPANY PROFILE

ENHANCED BUSINESS INTELLIGENCE

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## COMPANY PROFILE

Beantech is a business-first software as a service technology development company dedicated to helping Insurance and Administrator management organizations to reach their digital goals.

### ABOUT US

The Technology developed is not simply viewed as an add-on to a business, it is the foundational layer upon which a business is built on.

At Beantech we are a "hands-on" results-driven company that focuses on creating value through functional products, developed for their precise and strategic digital transformation.

### WHY CHOOSE US

Beantech provides Organizations the opportunity through new digital capabilities to offer entirely new services, enhance customer experience, improve efficiency, and reduce costs, in ways never before imagined.

### BUSINESS INFO



#### ADDRESS

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### GET IN TOUCH



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## Mission Statement

At Beantech, we do the right thing regardless of the consequence. We value openness and honesty. We set high expectations and hold ourselves accountable for the quality of our service. We are efficient and manage your software smartly whilst creating value. We encourage non-traditional thinking and calculated risk-taking, which enables us to learn as individuals and as a business.

We live a spirit of openness, transparency, integrity, trust, and continuous learning.

We strive to build and nurture a global community that shares our Vision and Mission.



## Vision Statement

Our Vision is to be the most trusted software advisor and become a key partner to our clients, recognized for delivering excellence.

We strive to exceed our client's expectations by going beyond software to provide the best digital solutions that transform data into knowledge, enabling them to solve their problems and resulting in customer growth.

To achieve this, we commit to helping our customers in achieving their business goals.

We are passionate and we believe in working with accuracy and to the best quality.

We will always be known as a company that is reliable, innovative, providing user-friendly software.

We will continue to innovate to provide Organizations the opportunity through new digital capabilities to offer entirely new services, enhance customer experience, improve efficiency, and reduce costs, in ways never before imagined.





**Stay inspired.  
Never stop  
innovating.**

## **Introduction & Background**

Beantech is a privately held Company founded in 2010. The Company is on a renewed mission to advance digital software solutions and to demonstrate what digital transformation can do for a business. The Company is driven to address current business challenges and opportunities with tried and tested solutions and processes. This approach enables a significant opportunity for all parties in the value chain, our clients, partners, employees, and their communities.

At Beantech we are a "hands-on" results-driven company that focuses on creating value through functional products, developed for their precise and strategic digital transformation.

The software developed is not simply viewed as an add-on to a business, it is the foundational layer upon which a business is built on. Fewer products, much more value.

From the outset, it was evident that being everything to everyone was not a good recipe for success, and this is certainly not how we have gotten here. Each client take-on is tackled from a problem statement perspective. We ask the question of the client, what is your problem statement, and work from that point forward. We test early and get quick winning results. With our extensive experience, we leverage past experiences, ensuring these learnings are not just documented and forgotten but are compounded and deployed for the benefit of all our clients.



# Software-led advances in technology are digitally transforming industries and enterprises.

Digital transformation tends to be a catch-all phrase these days, but one that we believe nicely encapsulates everything from increased efficiency, lower costs, accelerated innovation, easier and newer forms of interaction with partners, higher employee productivity, and enhanced customer experience and satisfaction.

*The potential to save money across all processes could be even greater than the potential for new revenues in this era of digital transformation. At Beantech we enable Digital connections between the policy administrator and the customer and this has the potential to open up new revenue opportunities.*

Digital transformation is able to bring numerous advantages to multiple processes, and, as with cloud computing, companies now have the opportunity to obtain digital services using their operational budgets, not their capital budgets.

The customer is able to gain industry-wide insights based on our multiple, non-exclusive relationships. Additionally, a sharing of risk and leveraging of capabilities that the customer may lack ie. skills, markets, IP, etc., versus them committing to significant resources to nurture relationships, and reconcile divergent agendas within their own company over competing purposes and priorities. With our experience, we believe that success will depend not only on how the organization navigates the technology but also on the attendant business process improvements. It is a well-documented fact that tech skills are one of the biggest barriers for companies in reaching their digital goals and Beantech can accelerate this quickly within the business.

Companies now have the opportunity to obtain digital services using their operational budgets, not capital budgets.



## Technology & Services

### What is Cloud Computing?

Cloud computing is a model for delivering information technology & software services accessed from the internet through web-based tools and applications, versus a direct connection to a server. The data and software packages are stored in servers.

Cloud computing structures allow access to information as long as an electronic device has access to the internet. This type of system enables employees to work remotely and does not require them to be in a specific location.

Businesses will find that cloud computing allows them to reduce the cost of information management as they are not required to own their own servers and can use capacity leased from third parties. Additionally, the cloud-like structure allows companies to upgrade software more quickly.

### What is SaaS?

SaaS is a software distribution model where the prospective customer does not take possession of the supplier's hardware and application software. Instead, the customer will access the vendor's hardware and application software from devices over the internet or via a dedicated line. The customer does not manage or control the underlying cloud infrastructure, including the network, servers, operating systems, storage, and even individual application software capabilities, with the possible exception of limited user-specific application software configuration settings, nor is the customer responsible for upgrades to the underlying systems and software.



## Technology & Services

### SmartPolicy Technology

The SmartPolicy Software is a web-based cloud Policy Administration system that serves the needs of Funeral Administrators, Insurance Underwriters, including a range of other subscriber-based service administrators, enabling them to efficiently and effectively manage their clients, and business operations, and the requisite compliance with ease.

The Core Infrastructure has been designed from the outset to be robust and scaleable and at the same time agile enough to customize and deploy functionality in real-time. All client data is secured behind a highly sophisticated security protocol thus alleviating the need for clients to invest in expensive server hardware and maintenance costs. All clients enjoy 99.9% uptime, per second backups, including robust on/offline data capturing capability which incorporates legislative updates.

### Key Features

- ✓ Administration Setup - Multiple Organisation; Tenant; Roles; User Setup with Audit logs.
- ✓ Policy Definition Setup – Manage Multiple different Policy definitions, including Policy Validation.
- ✓ Policy Management - Manage Main Members, Spouses, Beneficiaries, Extended family, & child dependents.
- ✓ Collection Management - Manage premium collections easily via QLink, Debit Orders, PERSAL, and EasyPay.
- ✓ Status Management - Manage the status of Policies, from auto-lapsing features to status workflow options.

## Key Features (cont)...

- ✓ **Claims Management** - Manage claims, and keep up to date with claims and payouts, including Claim Validation.
- ✓ **Policy Document Management** - Manage uploaded documents per Policy and all policy document communication, powered by SmartPolicy, including membership certificates and a range of template documents.
- ✓ **Society Management** - Manage Societies, payments, and claims.
- ✓ **Underwriter Management** - Manage multiple underwriters, products, and pay-overs.
- ✓ **Full Reporting** - Comprehensive reporting within the system with the ability to filter on multiple levels.
- ✓ **Reduces theft and fraud** - Comprehensive track and record functionality within the system with full audit ability to filter on multiple levels.
- ✓ **Record Keeping** - All records are maintained and archived (Non-Active Policies) records as stipulated by FSCA.
- ✓ **Compliance** - Legislative and Feature Updates. Underwriter, FSCA, Ombudsman, and POPIA compliant.

## Advantages

- ✓ Single management platform for all data.
- ✓ Software is compliant with all legislative requirements.
- ✓ Greatly Improves the administrator or insurance underwriter's employee work output.

## Advantages (cont...)

- ✓ Standardizes step-based business processes, and flow linked with auto-intelligent data.
- ✓ The Cloud can be accessed from anywhere, anytime, with proactive compliance trusted by enterprises, governments, and start-ups.
- ✓ **Collection Management** - Automated fast, effective, and easy premium collections, with full statement history powered by SmartPolicy Notifications.
- ✓ Optimizes productivity and drives up efficiency with ease by letting the software do all the heavy lifting and thinking.
- ✓ Get SmartPolicy Notification at a fraction of the cost of postage. No more post offices and stamps.
- ✓ All documentation and correspondence are digitally communicated via SmartPolicy.
- ✓ The SmartPolicy notification has built-in custom SmartButtons for effective communication with the policyholder.
- ✓ A seamless referral platform is incorporated for all customers.

## Core Infrastructure

- 100% True Cloud.
- Unparalleled Security Accreditations.
- Fail-Proof Disaster Recovery.
- Business and Performance Stability & Scalability.
- Rapid Application Development and Deployment.
- Robust Data Collection.
- Experienced Project Implementation Team.
- Legislative and Features Updates

# PROJECT SUCCESS



## Project Success

**In order to ensure project success, we approach this in a structured manner.**

- ✓ We communicate key software project concepts and terminology.
- ✓ We ensure business goals and objectives are considered at all stages of the project.
- ✓ We develop an accurate and flexible model describing key project activities to meet agreed timelines.
- ✓ We identify and leverage accurate insights into software project success.
- ✓ We identify and encourage best practices that are appropriate for the particular project.
- ✓ We develop software project activity accelerators.
- ✓ We develop software project risk-reducers.
- ✓ We encourage a spirit of openness, transparency, integrity, trust, and continuous learning.
- ✓ We reliably reduce the cost, effort, duration, and risk of software projects



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