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## Mobile Sales Force Application for Insurance Agent

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# ABSTRACT

This report presents an overview of the usage of mobile technologies in Insurance Industry. The report starts with a brief discussion of what is mobile application. Then, it will go through the reasons why companies going for mobile solutions, and follow by the mobile technologies that are available in the marketplace, problems of the existing mobile applications and the possible solutions to the problems. In addition, the problems encounter by the insurance companies and insurance agents will also be discussed.

Based on the information gathered and users' requirements, a new system called "Mobile Sales Force Application" is purposed. The main aims of "Mobile Sales Force Application" are helps increase the productivity of the insurance agent, improve customers services, and helps the company expanded their market and revenues as well. This system enables the insurance agents generate accurate premiums at a glance; submit sales, and helps customer making medical examination appointment through their mobile devices such as Pocket PC using HTTP technology. Apart from this, agents allow to download all the updated product information, maintain customer's information and generate a professional financial plan from their devices.

The rest of the report presents how design and implementation of the system is carried out. Besides, the report also reviews the testing and evaluation done, problems encountered, and feedbacks from the insurance agents. Finally, the report concludes with conclusions of the work carried out and suggestions for future works.