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TSB to adopt Iress' Lender Connect

TSB and financial technology business Iress today announce TSB as the first top tier bank to adopt Iress' Lender Connect technology.

The move will improve efficiencies by creating a frictionless journey from broker CRMs to the TSB broker platform, saving time in the mortgage application process.

Iress' Lender Connect technology efficiently connects lenders and brokers and brings about changes to the mortgage application process that will be felt right across the sector, facilitating decisions in principle much faster. Data is shared through deep API integrations via lender broker portals and distributor CRMs, removing the need to rekey data and vastly reducing error rates, admin overheads and compliance oversight.

Through Lender Connect, mortgage brokers will be able to securely kick start the mortgage application process and place more cases more cost-efficiently with TSB. With a single integration TSB gains access to over 15,000 mortgage brokers and multiple distribution channels.

Roland McCormack, TSB's mortgages director said: "There has been lots of talk about how tech can deliver a streamlined end-to-end process. We believe 2020 will be the year that two-way connectivity really gains traction, and TSB is committed to supporting our broker partners.

"We're delighted to announce our adoption of Iress' Lender Connect technology, enabling integrated brokers to transfer all relevant customer data direct from their CRM systems into TSB Mortgage Pro at a touch of a button, saving the need to rekey."

Andrew Simon, executive general manager of product at Iress said: "This announcement is a huge leap forward for the mortgage industry. We are really pleased to launch our Lender Connect mortgage technology with TSB, one of the UK's leading lenders, and which appeared in over one million individual sources on Iress mortgage research software in quarter three this year. This announcement is a major step for Iress in its commitment to achieving mortgage connectivity for the market and builds on our strategic commitment to make it easier to write mortgages.

"Upon launch, those brokers who use Xplan Mortgage, Xplan and Trigold will be able to use the technology, as well as any broker CRM that integrates with Iress Lender Connect, to connect seamlessly to TSB's broker platform."

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About Iress

Iress (IRE.ASX) is a technology company providing software to the financial services industry.

We provide software and services for trading & market data, financial advice, investment management, mortgages, superannuation, life & pensions and data intelligence.

Our software is used by more than 9,000 businesses and 500,000 users globally. We have 1,950 people based in Asia-Pacific, North America, Africa and Europe.

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