

## **IRESS Mortgage and Protection sourcing selected by Beneficial Life**

Financial technology business IRESS today announces that the adviser network, Beneficial Life, is to roll out IRESS' integrated mortgage and protection sourcing solution in a three-year deal to support the network in achieving its growth ambitions.

This announcement follows a comprehensive competitive selection process.

The network has already experienced rapid growth since its inception in September 2016; this move will see IRESS' XPLAN Mortgage rolled out to its 170 advisers. Its aim is to substantially increase appointed representative and directly authorised numbers within the network, through its commitment to quality service and support for members, in which offering the best technology plays a key role.

XPLAN Mortgage will streamline and simplify processes, making life easier for Beneficial Life and its advisers, and provide improved oversight.

The integrated mortgage and protection sourcing afforded by XPLAN Mortgage, allows for a protection quote to be returned at the same time as a mortgage quote. This enables an important advice conversation with the client in the context of the overall mortgage consideration. This joined-up and intuitive approach supports the adviser in providing a full holistic advice service at an appropriate time, cuts out the need for rekeying between different sourcing systems, and helps address the oft talked about protection gap.

A key decision factor for Beneficial Life in choosing IRESS was the need for a single, seamless sales process, supported by reliable and consistent data. To this end, the implementation will see XPLAN Mortgage integrated to the network's CRM solution, eKeeper, allowing the seamless transfer of data; saving time by reducing duplication of data entry and increasing accuracy. This integration continues IRESS' drive to provide increased choice for clients seeking integrations with third parties, as announced in December, with its IRESS Open initiative.

**Dave Miller, General Executive Manager, Commercial, IRESS, said:** "We're excited to be supporting the continuation of Beneficial Life's growth journey with IRESS technology. The network identified the key to profitable growth is in the provision of quality service and support to its adviser members. Having the right technology underpinning this is vital, delivering connectivity, reliability and better access to a wide variety of accurate mortgage and protection data."

“Not least, the opportunities afforded through seamlessly combined mortgage and protection sourcing, which will be massively beneficial.”

**Jason McDonald, Director, Beneficial Life commented** “We pride ourselves on offering quality services and support to our adviser members, so having the right technology in place is central to our business model and meeting our strategic objectives.

“A key decision factor for Beneficial Life in choosing IRESS was the ability, within XPLAN Mortgage technology, to return a protection quote at the same time as a mortgage quote, supporting the adviser in providing a full holistic advice service. Throughout the selection process, IRESS has demonstrated its understanding of our requirements and clearly has the technology capability to support our business as it grows.”

**Ends**

**For further details, please contact:**

**Debra Knott**

IRESS

Telephone: +44 (0) 1926 621 410

Mobile : +44 (0) 7796 271584

debra.knott@iress.co.uk

**Mark Locke**

the lang cat

Telephone: +44 (0) 131 202 5994

iress@langcatfinancial.com

**About IRESS**

IRESS designs, develops and delivers technology for the financial services industry. IRESS has operations in the United Kingdom, Australia, New Zealand, South Africa, Canada, and Asia.

www.iress.com / @iressUK