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Iress integrates The Exchange income protection into O&M Profiler

Iress today announced that it has further integrated O&M Profiler into its The Exchange platform. The integration gives advisers the ability to provide their clients with a wider view of their financial health from a single dashboard, meaning that they can see gaps where protection may be needed.

The integration means that advisers are presented with indicative quotes for income protection based on all available data, ensuring that a clear picture of their clients' current position and protection options are available. Advisers are then able to effortlessly continue the journey to refine and apply for products via The Exchange platform, saving time and effort.

According to the [Association of Mortgage Intermediaries](#), less than a third of people have a good understanding of what income protection is and the value it may provide. The integration of O&M Profiler with The Exchange makes it easier for brokers to provide their clients with the right information and access to a range of protection options.

Iress' executive general manager, commercial, Dave Miller said: "Income protection may well be the most under-used protection product yet it should be considered as part of a comprehensive financial plan. There's no doubt there is a lack of understanding of income protection products including which options are right for which people. With the integration of O&M Profiler into The Exchange Iress aims to make it easy for advisers to have better conversations with their clients."

The Income Protection Task Force's co-chair, Andrew Wibberley said: "We know that talking more (and more) amongst protection advocates about income protection does not magically get more people insured. We are excited to see initiatives such as this from Iress use technology to make the conversation easier for a much broader range of advisers to have with their clients. We are delighted to see the pledge Iress made as part of the Income Protection Awareness Week be brought to life in this way and look forward to hearing about the results in the months ahead."

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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 10,000 businesses and 500,000 users globally. We have over 2,250 people based in Asia-Pacific, North America, Africa, the UK and Europe.

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