

Press Release February 2015

UnderwriteMe boosts Scottish Provident sales

UnderwriteMe technology has the ability to streamline insurers' underwriting and application process, benefitting both advisers and consumers using their extranet and web services to buy insurance.

As an example: since using our quote and apply software, Scottish Provident has seen a 30% increase in new business.

The partnership, which went live in September 2014, means that advisers applying to the insurer on behalf of their clients now use UnderwriteMe's real time underwriting system and are able to take advantage of a faster and more accurate sales process.

Isobel Langton, CEO Intermediary of Royal London said:

"Part of the Royal London Group, Scottish Provident always aims to deliver quality products and great customer service. Engaging with innovative technology like UnderwriteMe has helped to transform our new business process – we've seen a 30% increase in business; and the feedback from advisers has been extremely positive, with many telling us how they find the system quick, easy and efficient which frees up their time to focus on clients."

Phil Jeynes, Head of Sales & Marketing at UnderwriteMe, commented:

"Scottish Provident is one of the largest and most respected brands in our industry. We are very proud that they have partnered with us and share their excitement at these superb sales results. 2015 is set to be a big year for UnderwriteMe and we expect to be sharing similar success stories via other partner insurers and intermediaries."

Advisers using Scottish Provident's new system also recognise the impact UnderwriteMe technology has made:

"I could not believe how easy and straight forward it was to enrol an application and get the cover on risk for my client..." said **Kevin Burroughs** of K&L Burroughs Ltd

Alexander Schmitt of Simple Financial Planning Ltd remarked: *"Scottish Provident has recognised the need for efficient business submission and instant underwriting. Good job."*

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Notes

Further enquiries: Phil Jeynes, Head of Sales & Marketing, UnderwriteMe
07850107095
phil.jeynes@underwriteme.co.uk

About UnderwriteMe

UnderwriteMe is a protection technology business with a vision to make buying and selling protection easy, fast, fair and more profitable.

We have developed genuinely market changing underwriting technology to enable advisers and customers to engage with insurers using a single, consistent process. Insurers retain their own underwriting capability, advisers and customers gain a simple way to buy protection.

This transforms quick quote comparisons into fully underwritten comparisons and a click & buy. The technology connects providers to advisers and customers and satisfies all expectations.

The end result is an enhanced user journey which maximises conversion by offering the end customers a truly transparent experience and evidences advisers are meeting their regulatory expectations.

About Scottish Provident

Scottish Provident is one of the leading providers of life, critical illness, income protection and unemployment cover. Recognised by the industry with many awards, Scottish Provident has a wealth of experience and expertise and a flexible product range to suit everyone.