

## We value our customers' opinions

Hear what some of them have to say about how they value our service



**Alec Adams, Director of Business Quality at Openwork**

"The Redland team have excelled at Openwork, they listen well, take on board our requirements and then always return with more than we expected. The overriding benefit offered by the Insight solution was one of confidence in the central records and processes across a large number of staff and locations. We now have an automated means of checking that compliance tasks are completed and if they aren't, an efficient way of addressing the issues that arise."

**Simon Beardmore, Head of Compliance Development at SBG**



"Redland have been very professional and honest in all dealings to date. There has been a very disciplined and rigorous requirements and specification process. Throughout the development process, expectations regarding any changes / issues have been managed excellently and this has allowed us to make decisions based upon full impact assessments. Their approach to allowing SBG project and business stakeholders to view the system at every available opportunity has been fantastic. This is true of both pre-sales and also during the development cycle. Quality of deliverables to date has been to the expected high standard and we look forward to that continuing in the future".



**Mike Sketch, General Manager Sales & Marketing at N&P**

"Following an extensive review process, we have concluded that Redland's Insight platform provides us with the best solution for our Training and Competence needs. The Society chose the Insight system as it is a live, proven and comprehensive system, well thought of by existing users. Redland are easy to work with and were prepared to commit resources to understanding and identifying the Society's precise requirements. In addition, they adopted a collaborative, transparent and flexible approach to their relationship with us, which makes them great to work with. We look forward to working closely with them in the future."

**Rob Abbott, Director of Secure IFA**



"With our strategic commitment to delivering the very highest levels of support and resource to IFAs in advance of the Retail Distribution Review, it is becoming ever more important for our member firms to be able to evidence their adherence to best practice, compliance and regulatory standards. Insight delivers this and we are confident that its deployment will be well received by our members and their customers. We look forward to continuing to build on our strong relationship with Redland."



**Sanlam**



**HomeServe**

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Formed in 2001, Redland Business Solutions is the leading provider of specialised GRC (Governance Risk and Compliance) IT solutions to the financial services and insurance industries. The company has received widespread acclaim for its Insight solution which ensures effective management in the T&C (Training & Competence) arena. The Insight platform enables critical business applications to be developed and deployed rapidly to support specific processes within financial services; including a leading edge T&C system.  
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