

REDLAND BUSINESS SOLUTIONS PRESS RELEASE

13 November 2012



Network Direct implements Redland's Insight TC platform

Midlands based advisory network, Network Direct, has signed a five year deal enabling its members to access Redland Business Solution's Insight TC Adviser Management & Supervisory Risk solution.

The growing network needed a dynamic training and competency management system to help ensure that the quality of its members continued to be at the highest possible level which is of particular importance with the company's ambitions to grow from 100 to over 300 advisers by 2014.

Insight TC has been rolled out to its members during October to provide business benefits that include:

- Helping develop advisers to meet the increasing professional standards demanded now and in the future;
- Helping advisers to monitor and adhere to their business & development goals;
- Maximising the potential of the advisers;
- Increasing the potential span of control for the supervisors;
- Keeping a consistent approach to training and competence across all advisers and all supervisors;
- Keeping an audit trail of the training and competence plans;
- Demonstrating to the FSA (and the new Professional Standards bodies) the seriousness that the organisation is placing on Training & Competence
- Single, centralised access point to all T & C records

The move is part of an on-going investment by Network Direct to ensure that its members receive the best possible support in an ever evolving regulatory environment.

After an in-depth review of the market, Network Direct, formed in 2009 by former Thinc Destini and Lifeboat directors Brian George and Bill Wynn, chose Redland Business Solutions because of their strong track record in delivering successful IT implementations with financial services firms.

Brian George, Director said: "We found Insight to be a flexible, easy to use system with a modular structure that suited the way we operate. We were also impressed by Redland's 'trusted partner' consulting approach and we'll be working very closely together as part of the solutions building process.

"The key advantages for our employees will be to maintain a consistent approach to all of their training and competence requirements which will put them on track to achieve the new RDR standards for 2012 and 2013. In addition, they should be able to increase their sales and production as the system will reduce admin requirements and allow more time in other areas of the business.

"We also felt Redland's solution offered the most cost-effective alternative within the market due to its modular and componentised solution designed for companies to 'build' a T&C solution that suited our specific business requirements, needs and budget. As the modules can be implemented individually to work as standalone or linked to form a complete T&C automated system, this enables us to take as little or as much functionality as we require over a period of time as the business grows."

Insight TC is an innovative Training and Competence system that provides a single integrated platform enabling business applications for financial services organisations to be quickly developed and deployed.

As well as improving the efficiency and transparency of an organisation, the system provides a consistent approach to all aspects of Training and Competence management across disciplines and business units. It is also a fully auditable solution, providing evidence to the members, management, the FSA and clients that the latest regulatory and compliance processes are in place.

Joel Turland, Managing Director of Redland Business Solutions welcomed Brian George's comments adding, "Network Direct is an expanding network committed to service, support and training. Insight T&C will deliver high level compliance support for these activities; against the challenges of an evolving regulatory framework in the market. We are delighted that Network Direct has chosen Insight and look forward to working closely with them going forwards."

- ends -