



Punter Southall extends use of Redland Insight system to support CPD Planning and Recording

Punter Southall Group [1], one of the UK's largest corporate pension and investment consultants, has extended the use of the Insight platform (Insight) [2] from Redland Business Solutions [3] to provide support for the planning, sourcing and recording of Continuing Professional Development (CPD) for its Private Client, Self-invested Personal Pension (SIPP) and Corporate DC pension consultants.

This additional capability will allow Punter Southall to provide tailored CPD templates to its consultant community, set up centrally approved CPD Plans and provide access to a wide variety of CPD solutions. It also includes an 'eMarketplace' that will allow consultants to browse and find activities that are relevant to their role and development needs, all within a Punter Southall branded environment.

The new CPD Portal also uses the existing MoneyMarketing CPD Centre material including access to all of the specialist Taxbriefs CPD solutions, which are available free to Punter Southall's consultants.

Punter Southall can also now incorporate both their own in-house CPD material and their existing Insight based competency tests which will provide a single centralised CPD and testing solution.

A key benefit of the Insight CPD Portal for senior management is how they can monitor the progress of their consultants. For instance the extensive CPD and SPS Management capability and a set of powerful interactive MI dashboards will allow them to review performance against expected CPD targets, monitor progress of users against their CPD / SPS 'year' and keep abreast of the types and levels of CPD activity completed or planned to be undertaken by users.

Kevan Wood, Head of Compliance of Punter Southall's Private Client, SIPP and Corporate DC pension businesses said: "The culture of Punter Southall is built on the bedrock of strong relationships with our clients, other professionals and our staff. An important element of this is to provide our consultants with the very highest levels of support and resources available. As we have already successfully implemented Redland's Insight platform for Competency Testing within the business, we were very interested to review the CPD Portal capabilities that Insight can now support.

“We believe the Insight CPD Portal to be the easiest to use and most comprehensive CPD solution for Advisers in the market but it also provides us with a CPD management capability that will support the monitoring of CPD activity and enable management to examine trends and be proactive in identifying corrective action to ensure the consultants are progressing with CPD / SPS as effectively as possible.”

“We feel that by coupling this capability with our existing Insight Competency Testing functionality it provides a significant benefit to the business and allows us to get an overarching view of all CPD activity and related competency levels within the consultant community.”

The new online CPD portal will be launched in the first quarter and is accessible to all the Consultants, Paraplanners and Compliance staff in Punter Southall’s Private Client, SIPP and Corporate DC pension businesses.

Mark Walker-Smith, Redland’s Business Development Director says “The Insight CPD Portal is a ‘one stop shop’, allowing consultants to log a full record of their CPD in one, easy to access location. Punter Southall already utilise Redland’s Insight platform for Competency Testing and with the introduction of the CPD Portal will be able to manage the interaction between Competency Testing and CPD activities from a single, central system.

We are very pleased to be working with Punter Southall on this extended use of our Insight product. The additional services will create a real ‘added value’ solution for their consultants and allows Punter Southall management to get a consolidated, aggregated view of CPD and competency activity across the business.”

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For more information contact Joel Turland, Managing Director of Redland Business Solutions on joel.turland@redland-solutions.co.uk or louise.bowen@redland-solutions.co.uk.

Editor’s notes:

[1] Punter Southall consultants are some of the industry’s most qualified advisors and come from a wide range of backgrounds including accountancy, banking, insurance, pensions and investment.

[2] Insight is an innovative Training and Competence (TC) 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 TC management across disciplines and business

units. It is also a fully auditable solution, providing evidence to the employees, management, the FSA and clients that the latest regulatory and compliance processes are in place.

[3] Redland Business Solutions is the UK's leading provider of specialist IT consultancy and GRC solutions to the financial services industry. For more information visit www.redland-solutions.co.uk

ABOUT REDLAND BUSINESS SOLUTIONS

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 and compliance 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.

Redland has worked with some of the largest companies in the financial services industry including: Sesame Bankhall, Openwork, Nationwide Building Society, Atos Origin, Fortis Bank, Financial Limited, Honister Capital, Norwich and Peterborough Building Society and Sun Life of Canada UK.

For more information visit www.redland-solutions.co.uk

ABOUT PUNTER SOUTHALL

Punter Southall Group was established in 1988 by Jonathan Punter and Stuart Southall and provides a unique range of financial services including actuarial consulting, administration, employee benefits consulting, independent financial advice and investment services for pension funds, corporates and individuals.

Punter Southall Group key facts:

- **Actuarial consulting:** provide actuarial advice to over 340 pension schemes and their sponsors, ranging in size from around 20 members to 85,000 members
- **Transaction services:** provide transaction, post-acquisition and overall pensions strategy advice to more than a quarter of London-based private equity firms
- **DC consulting:** advise more than 325 corporate clients on their defined contribution pension schemes, representing over 50,000 members with combined assets under advice of c£1bn
- **Health & protection:** help over 400 employers manage their health & protection programmes throughout the UK, advising on c£40m premium income.
- **Pensions administration:** team of 150 pension administrators has been serving trust-based schemes for more than 20 years with client-focused solutions.
- **International consulting:** 22 FTSE 100 and international equivalents take advice from our actuaries and international pensions consultants

- **Investment consulting**: £12 billion assets under management and £30 billion assets under advice
- **Wealth management**: PSigma Wealth advises more than 4,000 private clients regarding their personal financial affairs and has £1.5bn assets under management
- Punter Southall Group operates from 11 offices across the UK, employing over 850 staff

Award-winning

In March 2013 Punter Southall Group has been named as one of the Sunday Times 100 Best Companies to Work For.

In 2012 Punter Southall was awarded **Investors in People** Gold status.

In 2011 Punter Southall was named ***Actuarial Advisory Firm of the Year 2011 UK and Ireland*** at the ACQ Global Awards. Punter Southall was also Highly Commended at the Engaged Investor Trustee Awards 2011 in the **Most Innovative Pensions Consultant** category; and for **Third Party Administration** at the Pension and Investment Provider Awards 2011.

In 2010 Punter Southall Transactions Services was named *Pensions and Actuarial Due Diligence Provider of the Year – UK* and Punter Southall Consulting Actuaries won the *Actuarial Advisory – UK* award at the ACQ Global Awards.

Awards

ACQ Awards 2011 - Actuarial Advisory firm of the year UK & Ireland

ACQ Awards 2010 - Pensions and Actuarial Due Diligence Provider of the Year – UK

ACQ Awards 2010 - Actuarial Advisory – UK

ACQ Awards 2009 - Actuarial & Investment Advisory Firm of the Year – UK

ACQ Awards 2009 - Pensions and Actuarial Due Diligence Provider of the Year – UK