



NEWS RELEASE

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Life market entry barriers lowered by collaborative package deal

A straight-through process package involving two market leaders has been launched. Medicals Direct, the leading provider of outsourced medical and underwriting services to UK life assurers, will be closely supporting TCP LifeSystems, an innovative specialist software house, in providing new business and underwriting systems to the life industry.

Under the new collaborative arrangement, TCP LifeSystems will offer a complete 'end to end' service for the acquisition of Protection business. The service offers clients full 'Self Serve' application processing with point of sale underwriting acceptance, tele-underwriting, evidence gathering and manual underwriting.

"We are delighted to be supporting a life assurance software provider of TCP's calibre, helping to achieve new business efficiencies and increase speed of issue, whilst enabling relevant management information to be used in a more targeted way," says Medicals Direct Chief Executive Officer Mike Benton.

This arrangement lowers the entry barriers for potential newcomers to the UK life assurance market and also offers new product opportunities for existing players. The availability of outsourced capacity to handle expanding business volumes can reduce the up-front investment costs for both categories.

Having made its name in the industry with its leading-edge *Copernicus SS/G™* platform, TCP LifeSystems sees its close working relationship with Medicals Direct as a natural step in the development of service breadth for existing and new clients.

“From outset our SS/G technology has been designed to significantly improve the customer and adviser experience at point of sale, not simply by offering greater levels of acceptance but by offering the customer greater choice for both standard and non-standard lives,” adds Ashley Hale, Business Development Director at TCP. “This exciting new alliance brings together two organisations who are utterly committed to delivering an unparalleled customer experience. The services provided by Medicals Direct complement perfectly the capabilities of our Software”.

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NOTES TO EDITORS

Medicals Direct was founded in 1994 to provide nurse-based medical examinations for the insurance sector. Since then it has developed a broad range of related services not just for insurance companies but for the wider corporate sector. Current services include medical evidence collection, outsourced underwriting, independent and regulatory medical examinations, occupational health programmes, clinics and medico-legal reporting.

TCP LifeSystems is the provider of Copernicus SS/G™ software, a leading edge technology solution for the point of sale and administration of life, pensions and annuity business. Clients include AXA, Storebrand, Scottish Widows and Caledonian. Its point of sale technology supports underwriting decisions at the point of sale together with a full quotes facility for both standard and non-standard lives.

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