

For Immediate Release
5th February 2020

Press Release

Broker Direct Plc Announces Creation of Outsourcing Arm 'Proficient'

Broker Direct Plc, the leading UK provider of insurance solutions, announces that it has brought together its existing outsourcing business under a new brand, Proficient, to further increase its presence in this fast-growing part of the UK insurance sector.

Proficient is built on Broker Direct's existing strong position in the UK Third Party Administration (TPA) market and is actively expanding into the rapidly-growing insurtech outsourcing market.

Proficient specialises in personal lines outsourcing, delivering a high-quality customer experience that is cost-effective for clients. Proficient offers a range of services, from product build and distribution, through premium collection, agency management and fraud mitigation, to claims handling. With an extensive network of partners and suppliers, Proficient is well-placed to provide services to clients operating in the wider motor and domestic services market, as well as insurers.

Terry Stanley, CEO of Broker Direct said 'The creation of Proficient is the next step in the growth of our successful outsourcing business. We have long provided a range of services for leading insurers, MGAs, brokers and insurtechs; by establishing Proficient as a distinct brand, we intend to raise our profile and presence in this fast-growing sector of the market.'

Ann Golder, Operations Director said 'Clients, both established and new entrants, are increasingly turning to outsourced solutions. The benefits are significant: Immediate scale economies, access to highly-trained, professional and experienced staff together with first-class infrastructure and systems. Our clients want to reduce risk, simplify their business and benefit from the flexibility that we can offer.'

Proficient

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Iain Gray, Group Finance Director, added 'Proficient appeals strongly to both established insurers and MGAs looking to outsource part of their operations or manage a run-off book and to new entrants and insurtechs looking for scale economies and expertise whilst benefiting from our very affordable pay-as-you-grow commercial model.'

Proficient already provides services for leading UK insurers, MGAs, Global reinsurers and Insurtechs.

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More details can be found at www.proficientinsurance.co.uk or call 01204 600 333

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