

AT8 InfoBlog – Exweb

Company Overview

Exweb, the IFA portal from the 1st/Exchange, has been the market leading quotation engine since its inception and remains so today. It allows users to research products, source comparative or single quotes and transact business.

As part of the Vertex Group, it is now a part of perhaps the most comprehensive – market leading -suite of IT products and services for financial service distributors to be made available from any single technology company.

Exweb has over 25,000 registered users, completing more than 110 million quotes per year. Exweb provides quotes on over 350 products from more than 50 providers with the ability to apply for many of these online and then track the progress of those applications too. They processed over 200,000 online transactions last year.

Service Overview

Exweb offers the most comprehensive set of services on the market including:

Quotation service	Online Electronic Submission	Paper based applications with a library
Product Valuations	Exweb Call Centre	Product Research
Mortgage sourcing	Term website plugin	Conveyancing
Pension tools	Website builder	Fund listings, charting and factsheets
Equity release	New business tracking	Annuity quotes
e-suitability report writing	Document library	ID checking
General insurance	Credit checking	

These services are offered across the widest range of products and the widest range of product manufacturers in the market.

Pricing ranges from £10 per user per month to £35 per user per month depending on the package of functionality chosen.

Solution Strengthens

Broad coverage of providers across all product types

Wide range of services

Strong help desk and training functions

Large established user base

Robust proven solution

Key Clients

Clients Include:

- Torquil Clark Life Insurance
- LifeSearch Limited
- Click Financial Limited
- Personal Touch Finance
- Positive Solutions Limited
- Tenet

Solution ‘Sweet Spots’

Whole of market IFAs

IFA Networks

Users of 1st / The Exchange’s other products, such as Adviser Office, Officeweb and Adviser Evolution

Any Medium or Large Distributor

Important Notes

The AT8 InfoBlogs are designed to give a brief précis of the key technology suppliers to the distributors of financial services. They are designed for users to gain a quick background on companies and their solutions prior to starting on a formal IT review or supplier procurement. They contain information that is publicly available combined with an expression of opinion formed from AT8's experience of dealing with the leading companies in the market. We make every effort to ensure the information is accurate at time of publishing the InfoBlog, but due to the dynamic nature of the information, it should be confirmed prior to any formal decision being made.

The InfoBlogs are a basic start point that can help in gaining context when considering your e-commerce needs.. It is likely that further opinion or information about each supplier will be needed prior to short listing or selection and AT8 will be happy to help address individual needs with its wealth of additional information and experience. AT8 also has a clear and fast methodology for procurements that has been proven to save time and money as well as improve the outcome of the decision.

If you would like to discuss this InfoBlog further or would find value in an InfoBlog on a supplier not currently published then please contact us at marketing@at8-group.com or telephone 0121 314 2504.

About AT8 Group

AT8 Group is an innovative consultancy company with knowledge, skill and experience across a broad range of Financial Services and IT related disciplines.

Our experience of working with providers, intermediaries, lenders and IT companies puts us in a strong position of understanding needs and opportunities. Our skills allow us to use our knowledge along with our ability to innovate and proactively to create and implement differentiated business improvement propositions that add tangible value to our financial services' clients and partners. In addition, we supplement our own knowledge with current market data from research agencies such as Datamonitor with whom we have a strong relationship and access to their Financial Services Knowledge Centre.

Specific areas of expertise for AT8 include

- E-Commerce Strategies
- Point of sale and Back-Office solutions, including portals
- Procurement and negotiation
- Sales and Marketing strategies
- Financial services Regulation
- International market analysis

AT8 can support and add value to the full lifecycle of a project from the initial idea generation to operating the project and eventually reviewing and renewing the project.



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