

Press release:

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Open GI Creates New Team To Advise on 'Best Fit Solutions'



New Solutions Consultancy and Education Services Team – Mark Sollis and Michelle Davies

Open GI has created a new Solutions Consultancy and Educational Services Team to provide a more proactive approach to the broker-software provider relationship.

The 11-strong team is headed up by Mark Sollis, whose role is to increase the company's pre and post sale offering and expand the range of training and education services available to the Open GI broker base.

Mark has worked for Open GI for c.20 years in a number of different roles including business development, sales, project services and consultancy. His extensive experience of insurance broking and technology means he is well placed to provide services that are closely aligned with the broker's business needs.

Amongst these services are system education, defining bespoke solutions, consultancy at Product Clinics and training management - all of which help brokers maximise their use of Open GI technology.

Michelle Davies joins the team as a Solutions Consultancy Specialist. The role concentrates on the pre-sales proposition, providing support for account managers through demonstration of product and recommendation on appropriate solutions.

With 13 years experience gained at Open GI and a further 10 years working for a high street insurance broker, Michelle has a vast amount of experience in system education and training management. This will not only assist brokers when making crucial software purchasing decisions but will add to the overall success of the team.

Mark Sollis, Head of Solutions Consultancy and Education Services, Open GI, said: "The formation of this department means we can work more closely with the broker. From day one the broker enjoys the benefit of the team's expertise whether that's being advised on appropriate solutions or educating decision makers as to the business benefits that can be

achieved via the use of Open GI technology. A joined up approach is crucial to the success of the broker-software provider relationship in today's market."

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Notes to Editors:

Open International provides market-leading solutions for insurance brokers. It incorporates **Open GI**, one of the UK and Ireland's largest broker systems specialists, the **Countrywide network** and London market technology provider **MI Limited**.

Open International was acquired by Towergate, Europe's largest independently owned insurance intermediary, on 24th September 2007 for £276m from Montagu Private Equity, with the Open management team retaining an equity holding. With a workforce of over 300 people in Worcester and London, and a 28-year heritage, the company enjoys a strong financial performance. For the year ended 31st May 2007 it reported revenues of £35 million and an operating profit of £18.6 million.

Open GI supplies IT systems to 2,000 brokerages in the UK and Ireland and enjoys partnerships with all major insurers. Open GI technology enables personal and commercial lines brokers trading in standard and niche markets to streamline business activity and become more profitable. There are currently 27,000 users of the system across a range of companies from single site businesses to major call centre operations.