

Company	Company Bio
<b>Acturis</b>	<p>Every business wants to grow, be more efficient and deliver higher returns. Acturis was conceived and built to allow MGAs to do just that.</p> <p>We provide a single platform that delivers the full digital experience that you, your brokers and your clients demand. Our solution allows product build and distribution, end-to-end client management and management of agents, introducers, claims, commissions, billing and reporting, including bordereau reports to capacity providers.</p> <p>By making the choice to partner with Acturis, you open up to integrated multichannel distribution, including B2C and B2B portals for wider market and direct-to-consumer distribution.</p> <p>Whether you are starting with an idea, enhancing an existing proposition or starting all over again, we will work with you to create a tailored proposition that not only puts your best foot forward but does all the running for you behind the scenes. So if you'd like to speak to us, please book an appointment on 25th November and we would be happy to provide a more detailed plan of how we can work together and how the Acturis system can help you achieve your ambitions.</p> <p>Jason Battersby Senior Sales Manager jason.battersby@acturis.com 07917 134 442</p>

<p><b>Aventus</b></p>	<p><b>Aventus</b> is the platform for MGAs that connects you to a broader digital ecosystem. MGAs can engage with the benefits of CRM to become customer-centric, more profitable and deliver a seamless customer experience. Aventus helps you:</p> <p><b>Accelerate distribution</b></p> <ul style="list-style-type: none"> <li>● APIs for quote &amp; bind, providing new distribution opportunities</li> <li>● Shortened question sets and utilising data for higher conversion rates</li> <li>● Upselling and cross-selling using policy data to send quotes to existing customers</li> </ul> <p><b>Improve customer management</b></p> <ul style="list-style-type: none"> <li>● Insurance CRM creates a seamless customer experience, improving administrative efficiencies and customer satisfaction</li> <li>● CRM and policy administration in one place</li> <li>● Create automated workflows for customer journeys across multiple channels</li> </ul> <p><b>Create your connected ecosystem</b></p> <ul style="list-style-type: none"> <li>● Back office integrations</li> <li>● APIs enable data use within an organisation and systems for delivered outputs</li> <li>● Aventus has more than 50 third party integrations</li> <li>● Data is utilised from front end to third party systems, delivering a better customer experience through data activation</li> </ul> <p>Accelerate your revenue growth and profitability through data-driven distribution and seamless customer experience. No upfront fees, a straight-forward monthly licence. Aventus offers API-first technology powering simple integrations with free platform upgrades.</p> <p>Arrange a short demo and learn about our MGA solution. <a href="mailto:contact@aventusplatform.com">contact@aventusplatform.com</a></p>
<p><b>Birketts EC3 Legal</b></p>	<p>EC3 Legal merged its wide ranging insurance practice into Birketts on 1 May 2020. Birketts is a full service law firm, ranked 60 in 'The Lawyer' statistical analysis of the UK's top firms. There are over 700 people engaged in the firm operating from offices across East Anglia and London. We are large enough to provide specialist expertise in most areas of the law, at a standard that is frequently compared with major City and national firms, whilst still maintaining a personal and tailored service. EC3 Legal was a founding member of the Managing General Agents Association, and Partner David Coupe remains as Legal Adviser and Board Member. We represent over 80 MGAA businesses, and over 200 insurance businesses in total. We are actively involved in changing the intermediary laws in Gibraltar, and familiar with the insurance laws and regulations of many jurisdictions including Guernsey, Malta, China and others. We understand the challenges the MGA market currently faces and we are able to offer sensible advice.</p>

**Insurance risk and  
commercial law firm,  
BLM**

BLM is a proud sponsor and founding member of the MGAA. As sole legal sponsor we provide dedicated support on issues faced by members.

BLM is an insurance risk and commercial law firm with both a domestic and international focus. We have a deep-rooted presence in the general insurance sector, the London Market and amongst brokers, and we are widely recognised as a firm with “its finger on the pulse of the market” and as a “technical powerhouse”.

We have over 20 years’ experience to advise MGAs, capacity providers, coverholders and brokers across a range of insurance matters. We provide MGAs with expert claims management, dispute resolution, litigation services, regulatory advice, thought leadership and commercial legal services.

We recognise that the MGA market continues to evolve; many MGAs are now multi-classed and enjoying increased capacity not seen previously. We have the expertise to provide guidance on the complexities and pitfalls that can arise from such growth.

We provide the following services to MGA clients:

- ☑ audits and reviews
- ☑ claims management
- ☑ coverage advice
- ☑ dispute resolution
- ☑ litigation services
- ☑ policy wordings
- ☑ regulatory advice

<b>Brandex Group</b>	<p>FREE brand/marketing audit.</p> <p>We are Brandex Group. We build brands and enhance experiences.</p> <p>More than 25 years of working with brands from incubator to global in 21 countries.</p> <p>With offices in London and Norwich, our multi-disciplinary approach means that we can deliver efficient and integrated communications both online and in print.</p> <p>From web design and development, email marketing, search engine optimisation and social media, to print campaigns, direct mail, advertising, signage and exhibition materials, we are able to work closely with our clients to help identify the right blend of services and media to deliver their vision – however big or small.</p> <p>We have worked with clients in the financial, insurance, automotive, construction, cultural, education, charity and public sectors, both in national and international markets.</p> <p>We have built an industry-leading practice across the insurance sector and have worked with the MGAA since its launch in 2012.</p> <p>Our insurance client portfolio includes Tokio Marine Kiln, MGAA, Advantage Go, Sequel, Atrium Underwriting, Reich Group, Beat Capital, Morning Data, WNC Insurance Services, Pro Global, Beazley and Russell Group.</p> <p>The Brandex Group now consists of seven companies providing creative thinking, strategy, technology and brand delivery to help your business communicate and engage with your audience – across all communications channels.</p>
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<p><b>BTO Solicitors LLP – The Insurance Law Specialists in Scotland</b></p>	<p>BTO's leading Insurance team is the largest in any Scottish independent law firm, representing many major UK and international insurers and agents, providing expert claims and litigation management, dispute resolution services and regulatory advice.</p> <p>Lateral thinking in tackling case management and innovative feeing arrangements have contributed to BTO's strength in the Scottish market and we are frequently instructed by insurers in matters which have cross border issues and in cases involving multi-jurisdictional and multi-million pound claims.</p> <p>Unique to BTO is the broadest range of legal insurance specialists in Scotland, ensuring the right 'fit' and optimum outcome for every case that we handle. Our dedicated team of 70+ enthusiastic professionals advise on casualty and motor claims, claims management, construction, corporate crime, cyber security (including reputational), D&amp;O, fraud, health and safety (criminal and regulatory defence), policy wording and coverage advice, policy indemnity, professional liability, product liability, property and commercial risks, recoveries and technology and IP.</p> <p>The litigation processes in Scotland are very distinct from the rest of the UK. Unrivalled knowledge of our market and a core understanding of how claims function in Scotland means that we offer genuine local expertise and best value, making a positive difference to our clients' businesses.</p>
<p><b>Caytons Cyber</b></p>	<p>Caytons Cyber would be delighted to showcase our market leading claims management and underwriting systems. Designed to take the pain out of loss analysis and the administration of regulatory reporting and oversight, we build claims management and underwriting systems to your individual requirements to give you the insight you need into your business's performance at a click of a button.</p> <p>Our claims management platform has been our flagship product for a number of years. At its basic level it allows users to quickly add claims underlined by a BI reporting system. Over the years it has been developed to be able to deal with a multitude of work streams and approaches across a vast range of insurance disciplines. As the claims management system started to mature it was brought to our attention that there was a further gap in the market. That is how the underwriting system was born. We allow insurers &amp; MGA's to create quotes which, when accepted, generate policies that are tracked through the system. The underwriting system can also work in conjunction with the claims management system.</p> <p>Furthermore, operating out of the City of London and with an associated office in Dublin, Caytons Law LLP provides specialist legal and claims management services to the insurance, construction and professional services industry.</p>

<b>Charles Taylor</b>	<p>Charles Taylor is a global provider of professional services and technology solutions dedicated to enabling the global insurance market to do its business fundamentally better.</p> <p>Our experienced staff have a long track record in managing MGAs and provide a complete end-to-end management service for both new and existing MGAs covering claims management, underwriting support, financial management and regulatory and compliance services.</p> <p>We have the capability to underpin these services with market leading technology solutions to enable the capture and standardisation of data, allowing the risk carrier to make more informed business decisions. Our core services and technology solutions help MGAs increase business through acquisition at the same time as reducing their operating costs.</p> <p>Further information is available at <a href="http://www.charlestaylor.com">www.charlestaylor.com</a></p>
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<b>Clyde &amp; Co</b>	<p>Clyde &amp; Co is the leading insurance law firm in the world. We are a proud founder supplier member of the MGAA and advise MGAs and capacity providers in the UK and globally.</p> <p>We understand the MGA market and the issues MGAs and their capacity providers face, whether it relates to claims, distribution, employment issues, corporate transactions or regulation, and everything in between. We have experience supporting the MGA sector across all business lines throughout the UK and internationally.</p> <p>We look forward to meeting you in our virtual room. Our team of international experts will be available to answer your questions and discuss any specific topics with you, such as:</p> <ul style="list-style-type: none"><li>• The state of the market and insurer-MGA relationships</li><li>• The impact of COVID-19</li><li>• The future of London and Lloyd's as markets for growing and developing MGA businesses</li><li>• M&amp;A in the MGA sector</li><li>• Brexit and other regulatory issues</li><li>• International expansion and doing business overseas</li><li>• InsurTech and new distribution channels</li></ul> <p>Our second report on the MGA market, prepared with the support of the MGAA and published October 2020, gives further insight on some of these topics. Click here (<a href="https://register.gotowebinar.com/recording/4247637029420721667">https://register.gotowebinar.com/recording/4247637029420721667</a>) to view our video summary to hear more.</p> <p>We look forward to speaking with you.</p>
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<p><b>Compliance Management Services Ltd</b></p>	<p>Compliance Management Services Ltd specialises in the provision of regulatory advice and assistance to MGAs and is well-known to members, having provided services to the MGAA for over seven years including a bi-monthly compliance newsletter and a regulatory calendar. A range of services is available, including:</p> <ul style="list-style-type: none"> <li>• On-going compliance support</li> <li>• Access to an online document template portal</li> <li>• Compliance audits</li> <li>• File reviews</li> <li>• Training</li> <li>• Preparation for regulatory visits</li> </ul> <p>Whatever your MGA business model, we always seek to explain regulatory requirements in plain English and to help you implement them in a way which makes commercial sense for your organisation.</p>
<p><b>The Connexus Group</b></p>	<p>The Connexus Group has grown organically for over 25 years, providing high quality 24/7 services to insurance companies, MGAs, portfolio run-off businesses, fleet managers, motor manufacturers, corporate businesses and private clients. At The MGAA Marketplace on 25th November 2020 we will show you how to enhance your service offering by enabling your brokers to access online claims reporting, claims tracking and better MI.</p>



<p><b>Covernet</b></p>	<p>Are you an MGA looking for a solution to help you grow your business, by innovating your operations, and maximising the value of your underwriting staff?  Do you have a complex product that differentiates you from your competitors, which you'd like to distribute and manage more easily?  Come and speak to us to discuss how we might help.</p> <p>We have 25 years of experience developing solutions specifically for the MGA and Specialist market, with over 200 products built across a large number of product lines, with a focus on complex commercial lines.</p> <p>Our solution can help support every aspect of your insurance operation including Sales, Pricing, Administration, Accounts, Claims, Enrichment Services, Regulatory Compliance, MI, Document Management and Workflow, so please come and speak to us to see how we might help.</p> <p>"...Covernet delivered (and continue to deliver) for AXA, always meeting and oftentimes exceeding our expectations."  Alan Rickard, Head of Commercial Lines, AXA Insurance dac....</p> <p>Anyone that wants to drive efficiency in their operational processes or empower their underwriters to write more business across all business lines should speak to Covernet.</p>
<p><b>DA Strategy</b></p>	<p>DA Strategy is a team of experienced London Market professionals formed to help MGA's, Underwriters and Brokers grow their new or expanding delegated authority portfolios.  We can help you overcome the significant challenges and complexities in our market place with friendly advice and guidance on approval submissions, addition extensions, binding authority contracts, carrier audits, Coverholder or MGA systems and many other areas including oversight from Regulators and Lloyd's with particular focus on IDD, Brexit, GDPR, Conduct, Complaints handling and bordereaux or messaging data management.  Our experience, often including grey hair (!), means that we have seen many different varieties and examples of Delegated Authority business, from different perspectives – from within the Corporation of Lloyds, within broking houses and as insurance carriers. This gives DA Strategy a multifaceted view on all issues allowing us to provide support and advice to overcome many challenges.  Please see more of the services that we offer by visiting our website.</p>

<p><b>DAC Beachcroft LLP</b></p>	<p><b>Lawyers for MGAs:</b> <b>Tailor-made advice for MGAs from the legal experts at DACB</b></p> <p>DAC Beachcroft is an international law firm with more than 2,600 professionals. We have one of the largest Insurance practices of any law firm providing specialist legal expertise and advice to MGAs, Lloyd’s syndicates and many of the world’s leading insurance companies and brokerages. We understand the unique challenges and opportunities MGAs face and our insurance specialists can advise you on how to respond to best benefit your business and your clients.</p> <p>Our Commercial, Corporate and Regulatory insurance experts can advise you on policy wordings, product governance and distribution, mergers, acquisitions and disposals. We regularly advise on compliance with FCA, PRA, and Lloyd’s rules and guidance and are currently leading for Ecclesiastical and MS Amlin in the FCA Covid-19 Business Interruption test case. We also advise in relation to cyber and data risk and GDPR.</p> <p>Our market leading Specialist Claims Service provides claims administration and handling services from first notification to conclusion, at a very competitive price. We work closely with our clients to proactively manage and resolve their claims and deliver an effective service to insurers, insureds and brokers. We also offer outsourced solutions to professional indemnity and financial lines insurers and coverholders, delivering value-driven and pragmatic TPA solutions.</p> <p>We leverage our industry engagement to share insights in relation to innovation and trends and our specialist MI team provide regular advanced MI and live insights into claims reserves.</p>
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**Full Circle  
Communication**

Full Circle - helping MGAs to stay connected with employees, clients and business partners.

Full Circle can help MGAA members build confidence in using the full range of communications channels and create content that will resonate and engage brokers, capacity providers and business partners. And, above all, enable you to keep communicating despite Covid-19.

If your press releases are not getting coverage or you want to make more of LinkedIn's potential to reach your clients and prospects, Full Circle can help.

Perhaps you have Zoom fatigue and want to find out how to make the most of your virtual engagement? Or you want to know some simple steps to transform your webinars and podcasts, or to energise your email marketing campaigns.

Whatever your communications challenge, we are dedicated to helping MGAs get the best from their communications.

So, talk to us about how our dedicated MGAA membership PR and content service can help you, and sign up now to meet our experts at the MGAA Marketplace on 25th November.

<p><b>Gallagher Bassett International</b></p>	<p>Gallagher Bassett are one of the world’s leading Third Party Administrators, currently managing more than 1.1 million claims in 75 countries. Employing 5,300 claims specialists worldwide, claims management is what we do.</p> <p>In the UK we handled in excess of 250,000 claims in 2019 and provided dedicated service teams to over 400 clients covering MGA, Carrier, Corporate and Local &amp; Central Government. We have a huge range of expertise to handle an ever expanding variety of coverages from Motor, Casualty, and Property through to Travel, Professional Liability and Speciality classes.</p> <p>Over the last 25 years we have continually evolved our operation through substantial investment in our people and technology to create a hybrid of excellence - optimising the experience and expertise of our people with award-winning claims management systems.</p> <p>We understand the importance of a streamlined, efficient claims solution for MGAs and the significance of controlling claims costs wherever possible to achieve your desired loss ratios.</p> <p>As we head into 2021, the claims industry is presented with a number of challenges including updates to legislation and regulatory reforms, fraudulent claims arising from the economic downturn and increasing costs of technology.</p> <p>We can guarantee that our expertise will help you.</p>
<p><b>Grant Thornton</b></p>	<p>A panel of Grant Thornton UK LLP Partners &amp; Directors will be available to discuss key issues and themes we are seeing evolve in the MGA sector. This panel includes regulatory, tax, transactions, and operational resilience / restructuring professionals.</p> <p>Regulatory: Jonathan Houston (Jonathan.Houston@uk.gt.com) &amp; Simon Blackburn (Simon.J.Blackburn@uk.gt.com) – Jonathan and Simon are both seasoned insurance specialists. Together they have over 30 years' experience of regulatory and governance matters affecting the general insurance market.</p> <p>Wind down planning / Operational and Financial Resilience: Bradley Chadwick (Bradley.E.Chadwick@uk.gt.com) – Bradley works with MGA’s and their counterparts in a restructuring capacity, this often includes assisting with wind down plans as well advising on operational and financial resilience.</p> <p>Tax: Ian Woodruff (Ian.Woodruff@uk.gt.com) - Ian is a tax partner focusing on the insurance sector with over 20 years of experience dealing with the tax affairs of clients across the sector.</p> <p>M&amp;A: Mark Almond (Mark.Almond@uk.gt.com) Mark lead's our Financial Services Due Diligence team which works on both buy-side or vendor due diligence and fund raisings.</p> <p>Our team members will be pleased to discuss any issues affecting MGAs whether specific or general.</p>

<b>GreenKite</b>	<p><b>GreenKite Associates Ltd</b> Smart, Sustainable Business Solutions With real-world experience and expertise in insurance, our consultants can bring you on-going success. Whether you're a start-up, planning an exit or seeking business growth, we help meet your goals through flexible support and guidance through critical business issues.</p> <p><b>Corporate Advisory Services</b> The right legal framework protects you from non-compliance, penalties and closure. We can manage your compliance risk and advise on legal issues around:</p> <ul style="list-style-type: none"><li>• Business Change &amp; Transformation</li><li>• Business Continuity &amp; Crisis Management</li><li>• Communication &amp; Corporate Positioning</li><li>• Corporate Governance, Risk &amp; Regulation</li><li>• People &amp; Corporate Culture</li><li>• Strategy – Executive Support</li></ul> <p><b>People &amp; Performance</b> We help unlock your full people-potential, optimise high performers and improve output business-wide through HR advice, project support, exec-coaching, organisational redesign and culture change. Our packaged and bespoke HR solutions include People Advisory Line to resolve your urgent HR issues.</p> <p><b>Process Systems &amp; Technology</b> Keeping pace with technologies for competitive advantage is challenging. Projects often fail through inappropriate advice, budget or expertise. From back-office systems to IT and Technology, we support business-change and transformation teams. Our expertise is in overseeing IT architecture, platforms and change integration and provides capacity for business growth. Available on an interim retainer basis, we identify the issues and the technology you need.</p>
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<b>HORIZON GROUP</b>	<p>Horizon Group provide full-cycle Motor claims &amp; repair management services which add value to MGAs, brokers and the Insured client.</p> <p>We achieve savings for our Insurer &amp; MGA partners by driving down repair costs, reducing key-to-key times and proactively intervening with Third Parties.</p> <p>We also add value to your ultimate client by focusing on what your Insured needs RIGHT NOW at the point of incident. We believe that, by keeping the Insured`s need at the forefront of what we do, we can improve the claimant journey and therefore increase the perceived value of your own business.</p> <p>From our UK-only 24 hour FNOL centre, through our accredited network of Engineers, recovery partners, accident repair centres, credit hire partners, salvage experts and our highly skilled team of claims negotiators, the Horizon Group can add value to your business by sharing the scale of ours.</p> <p>Our services are modular, which offers MGAs the flexibility to tailor the precise claims solution which best suits your business need.</p> <p>We are delighted to offer MGAA members a free-of-charge review of existing claims solutions, whereby we will produce a report highlighting areas for potential cost and efficiency savings.</p>
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**ICE InsureTech**

ICE InsureTech delivers configurable, innovative solutions comprising full cycle policy administration, pro-active claims management, powerful business intelligence, along with responsive digital portal integration.

The ICE solutions will enable MGAs to drive innovation and transformation, achieve a faster ROI through rapid speed to market, and empowers you to manage product development and adapt to today's changing market trends.

The ICE Insurance Suite delivers:

- Proven experience working with start-up and established MGAs
- An approved partner of Digital Partners (a Munich Re company) having implemented to two of their key propositions
- A fully scalable and managed cloud-based solution
- Flexible business no code configuration
- Rapid product build - flexible to support all product lines
- Self-sufficiency and cost reductions
- Transactional licence models
- A track record of rapid implementation
- Rating engine agnostic supporting ICE Rating, Polaris & Radar Live
- Full Policy & Claims capability with automation and AI as standard

So if you'd like to speak to us, please book an appointment on 25th November and we would be happy to provide a more detailed overview of how the ICE solution can help you to achieve your business objectives.

Lloyd Overton

Business Development Manager

Lloyd.overton@iceinsuretech.com

07970 384994

<b>Implement Compliance Solutions &amp; Resources</b>	<p><b><u>Free Advisory Clinic</u></b></p> <p>ICSR is a consultancy focussed solely on the insurance market with considerable market experience. We work with our clients on most issues relating to conducting and operating an insurance business including risk, governance, compliance, company secretarial, operations, programme management, claims, delegated authorities, training and IT.</p> <p>Why not book a free 20-minute consultation with one of our team to discuss a specific issue or concern you would like to address? Perhaps you would like to discuss an existing or proposed regulatory requirement that may impact MGAs in 2021 and beyond.</p> <p>We are happy to discuss a broad range of issues, affecting any part of your business. Issues such as:</p> <ul style="list-style-type: none"><li>• Operational Resilience</li><li>• Risk</li><li>• Financial crime</li><li>• Climate change and environmental risks</li><li>• Board effectiveness and training</li><li>• Pricing and distribution</li><li>• Senior Managers &amp; Certification Regime</li><li>• Culture</li><li>• Vulnerable customers</li><li>• Brexit</li></ul> <p>Our team available on the day will be led by:</p> <ul style="list-style-type: none"><li>• Kenneth Underhill, Director.</li><li>• John Moffat, Director.</li></ul> <p>We look forward to meeting you on 25th November.</p> <p><a href="http://www.icsr.co.uk">www.icsr.co.uk</a></p>
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<b>Ingenuity System Testing Services</b>	<p>Ingenuity's purpose is to provide our clients with the ability to make qualified business decisions about the systems on which they are dependent for success.</p> <p><b>Rates and Rules</b> Whatever the line of business and whether it be a new development or a monthly update, Ingenuity can provide timely assurance that your product is behaving as you intended. We build and maintain bespoke test-plans that are designed to exercise your products requirements in both rating and underwriting criteria. Using a combination of automation and manual testing techniques, we execute the test scripts across the various target systems. We then liaise with the product authority and the software house to raise and resolve any issues noted during the test phase.</p> <p><b>Business Process</b> Whether it's a new development or a change in requirements, Ingenuity can assist in the testing of your point of sale documentation and EDI through all phases of the business process, from new business to mid-term adjustment through to renewal. Our preference is to test EDI end to end and in concert with the documentation, working closely and collaboratively with our customer in a manner that is transparent to their Business.</p>
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**Innovation Group**

If you are looking for innovative technology driven solutions to claims management, we are the perfect partner for you. Innovation Group have been managing critical incidents in the car and home on behalf of some of the world's leading insurers, brokers and MGAs for over 20 years.

We bring together a world-class supplier network, outstanding people and sophisticated technology platforms to provide three principal advantages to our clients and their customers.

1. An outstanding customer experience, enhanced by digital connectivity at every stage
2. Reduced costs for our clients and their customers, through lower indemnity exposure and greater operating efficiency
3. A real depth of data insight, to inform future strategy and improve underwriting performance

The success of an insurance book is the result of quality underwriting and exceptional claims handling. We are chosen as the trusted partner of many UK MGAs to deliver the journey their customers expect, and the savings their book demands.

Some of the benefits of our services include:-

- In-house claims handling
- Market leading results
- Investment in technology
- Integrated supply chain
- Specialists in everything we do
- A partnership approach to claims management

Please get in touch to find out what sets us apart from other TPAs within the market.

**INSTANDA**

In a world where new capacity is difficult to source, and existing capacity is under increasing scrutiny, having an outdated software solution at the heart of your business is something that most MGAs can no longer sustain.

INSTANDA offers MGAs a fully digital insurance platform, designed to give them the ability to:

- Build, distribute and manage their products with ease, ensuring their offerings remain relevant in rapidly evolving markets.
- Digitise elements of the user journey, therefore driving efficiencies whilst retaining control of the overall broker/customer experience.
- React nimbly to new trends and client demands, as an MGA should!

We are a UK company, already working successfully with many UK MGAs across a wide variety of different product lines.

Schedule a meeting:

If you'd like to hear more about the journey INSTANDA have been on over the last few years, or discuss our perspective of the market, please don't hesitate to book in a slot from 14.00-17.00 to speak with James Elliott in our 'virtual room'.

We look forward to hearing from you!

*Finally, please note that as part of our commitment to the MGA market, we offer a 10% reduction on all implementation costs for MGAA members.*

<p><b>Insurercore</b></p>	<p>Insurercore is a digital risk appetite directory for the insurance market. By creating a profile for their company and staff, MGA's can add their product information so that brokers can find them based on their risk appetite. Brokers can access Insurercore for free and search the platform for the product and market they need, then simply send that company / underwriter a message via the platform to get in touch.</p> <p>We make getting your latest product information, marketing material and key facts in front of brokers as easy as a few clicks. With over 1200 brokers registered on the platform and an average of over 500 searches per month we are the "go to" online platform for brokers looking for capacity.</p> <p>Our offering to MGA's goes beyond putting you in front of brokers, our analytics can show you what brokers are looking at your products and what your current broker base are searching for giving you a better view of the market and what is trending. Insurercore is the insurance networking platform of the future. Signing up for free access is a no brainer!</p>
<p><b>Insure TV</b></p>	<p>We create cutting edge CPD accredited content, from the latest news reports, to the latest conferences and world-class expert opinion. Our specialist channels publish content to one of the most connected insurance communities in the world.</p>

<b>Kennedys</b>	<p>Kennedys is an international law firm focusing on insurance/reinsurance markets. With 2200 people worldwide across 40 offices in the UK and Europe, Middle East, Asia Pacific and the Americas, we have some of the most respected legal minds in their fields.</p> <p>Kennedys' Claims Team has been a leading provider for multi-jurisdictional claims handling solutions since 2000. Based in London, Bristol, Taunton and Dublin, the team also operate from a number of international 'claims handling hubs'.</p> <p>We handle major MGA, broker and insurer-led schemes in the UK and internationally, dealing with thousands of both short and long tail notifications. These include solicitors' professional liability, architects and other construction professionals, accountants, Independent Financial Advisors, and first party cyber schemes. We also assist insurers with their ATE and BTE portfolios.</p> <p>We spend time getting to know you and your claims handling philosophy, so that we deal with your clients in the way you would. We also believe in a senior led team and many of our senior claims professionals have over 25 years' market experience. It is our way of guaranteeing a best in class service and giving you the comfort and security to allow you to focus on your core business.</p>
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<b>Markit Systems</b>	<p>MARKIT SYSTEMS designs and delivers class leading current technology to allow Insurance businesses to operate in the present, digital, connected environment.</p> <p>We specialise in supporting MGAs and Delegated Authority business - 17 clients, delivering 30+ lines of business across 4 continents.</p> <p>Our digital technology: drives business growth, is flexible, scalable, compliant and future proofed to changing market and client needs.</p> <p>Delivered via a secure private cloud (SaaS), accessed via mobile, tablet or desktop browser anywhere anytime and Lloyd's e-placement approved</p> <p>Our biggest point of difference is our configurable system, designed by MGAs (ex- London Market Managers) for MGAs.</p> <p>Consequently, the system has been fashioned to address constantly changing needs from; New Lines, BDXs to MI Dashboards, Tax Changes to Broker Statements, Binders to Distribution Channels.</p> <p>Easy access to performance data; through MI suite or export to display via 3rd parties (eg: Power-Bi).</p> <p>Our customers can see real benefits from technology, quickly and efficiently within just a few weeks. Day to day change is managed either by you or by our support team.</p> <p>MGAA member clients already benefit from our technology, knowledge and understanding of the London Market. We'd be pleased to make an introduction, to share first-hand their experience.</p>
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<b>MGAA</b>	<p>The MGAA has been in existence for nine years and over that time it has evolved into a trade association that delivers real value to its members. These challenging times have highlighted the need for an enhanced programme of constant engagement to ensure that we are listening to you, our members and providing the tools and support you need to do business successful.</p> <p>Our new MD, Michael Keating is available for discussions with members so book an appointment with him now and gain first hand insight into his vision for the future of the Association. Mike welcomes any feedback or view you may have, will answer any questions you want to ask or have general discussions about market issues effecting MGA's.</p>
<b>Morning Data</b>	<p>Morning Data is a leading supplier of world-class software and service solutions for the global insurance industry. Morning Data has been providing state-of-the-art Insurance Software Systems to its clients since 1983.</p> <p>You will benefit from a partner with over 30 years' experience and a client-centric focus, as we strive to support the global market with facilitating simpler and more cost effective electronic trading and automated processing. This support for automation in the market will open opportunities for Coverholders, Brokers and Carriers to benefit from reducing administration and the provision of information quickly to interested parties.</p> <p><a href="http://www.morningdata.co.uk">www.morningdata.co.uk</a></p>

<b>MPL Claims</b>	<p>MPL, created in partnership with ERGO and is led by its founders with the aim of creating a digitally enabled, cross class TPA.</p> <ul style="list-style-type: none"><li>• Using technology and predictive state software, MPL is making traditional claims processing a thing of the past</li><li>• We have created cognitive solutions that are making the claims process faster, smarter, and more efficient than ever before</li><li>• A customer-centric and digitally enabled proposition that excels in the three foundational areas of service delivery: -</li></ul> <p>Claims Handling An end-to-end digitization of the claims journey, including features such as multichannel FNOL, automated claims segmentation and digital claims status tracking.</p> <p>MPL Live At the core of our claims function is the digital redesign of the claim’s customer journey, to include all stakeholders Broker, Coverholders TP / PH / broker / MGA / carrier / suppliers / etc journey, supported by the use of automated, intelligent case management, critical to establishing our end-to-end digital claims experience.</p> <p>Data Intelligence Employing sphere7405.com (a SaaS hosted application) to unite underwriting, actuarial and claims data in a true digital environment creating the ultimate in customer service and access to meaningful live data</p> <p>Seamless integration with 3rd party modules (Websure, Acturis, Claimify etc) We can facilitate end to end software applications to manage policy issue, binder management and bdx process</p>
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<b>Percayso Inform</b>	<p>Percayso Inform provides next generation data enrichment solutions to enable our Insurers, Brokers and MGA's to better understand their claims risk, fraud risk and customer lifetime value. This insight leads to better pricing and better customers ultimately leading to improved loss ratios and higher profits. Equally a robust data enrichment strategy and capability is increasingly crucial to securing and maintaining capacity and funding within the MGA sector.</p> <p>A unique insight into your customers level of financial stress, claims, policy and quote history in addition to enhanced vehicle and property information is more vital than ever.</p> <p>Percayso Inform are unique in our approach being a dynamic, agile, new tech company ideally suited to the MGA and Insurtech community. We work with our clients collaboratively and individually to really understand and solve their business issues.</p> <p>Percayso Inform was conceived in 2018, launched in March 2020 and is now taking on new MGA clients every month - we would be delighted to engage and understand how we can help you make a big difference to your business.</p>
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**Polaris UK Ltd**

Grow your digital distribution with Polaris, an organisation 100% owned by the UK General Insurance industry, created to promote digital trading. Over a hundred organisations use our products and contribute to our advisory groups.

We offer:

Standards : the shared online trading language of the industry allowing multiple distribution systems to work consistently together. MGAs and insurers widely use Standards, especially to offer products on digital quote and buy panels. Standards exist for all product classes with new ones added as the market demands.

ProductWriter: UK's leading general insurance rating engine used by 2/3rd of the market allowing pricing and underwriting terms to be calculated in real time and integrated into distribution solutions. Everyday hundreds of millions of quotes are generated using ProductWriter.

imarket: connects broker systems to insurer systems for commercial business, with over 450,000 policies traded by 2,000 brokers from their platforms last year.

The cost of our solutions is scaled to your business opportunity.

Come and talk to us so we can help you expand your digital distribution.

***Polaris – created by the industry for the industry***

<p><b>Premium Credit</b></p>	<p>Premium Credit are a leading provider of premium finance in the UK and Ireland, partnering more than 1,500 brokers, insurers and MGAs. We develop relationships that result in being more than a just a finance provider to our partners, incorporating market leading technology, MI and training capabilities which give you the service, expertise and insight you need.</p> <p>As we move deeper into a hardening market, premium finance will continue to see increased demand, representing a smart way for customers to preserve cash flow and invest in their immediate priorities – talk to Premium Credit about providing your broker’s an effective solution for spreading their customers payments and bolstering their proposition.</p> <p>Dave Sheath, your dedicated Account Manager, joined Premium Credit in 2018 and has a broad understanding of the insurance industry having previously held several leadership roles at both Towergate and Thistle Insurance Services – he’s looking forward to speaking to many of you today</p>
<p><b>RDT</b></p>	<p>RDT has been developing software systems for insurers and MGAs since 1991, helping them benefit from cutting edge technologies that increase efficiency, raise profitability and reduce fraud.</p> <p>Our latest offering Atlas incorporates our entire suite of products deployed as a managed service. Atlas is composed of our general insurance solution Landscape, our extensive suite of Insurance APIs, our award-winning data orchestration platform Equator, and our smart phone app and website services Panorama, and our data warehousing service Horizon. Atlas can be fully deployed in Azure, and businesses can license the entire suite or take on whichever elements of it they like.</p> <p>Atlas provides MGAs with complete control and flexibility over their products, with the ability to make real time changes. It delivers market-leading data management and reporting capabilities, allowing MGAs to constantly enhance their proposition. In particular our managed service is low latency, highly scalable and 24/7, making the most of Microsoft’s investment in Azures capabilities.</p> <p>Atlas can manage the orchestration of data from a variety of sources including Synectics, Experian, MIB and WNS, significantly enhancing fraud prevention, underwriting quality and profitability. Businesses that use Atlas continually enhance its proposition quickly and flexibly as new opportunities arise.</p>

<b>Robus Group</b>	<p>The Robus Group (<a href="http://www.robusgroup.com">www.robusgroup.com</a>) is an independent insurance management, fiduciary and financial advisory group located in Guernsey, Gibraltar and Malta, complemented with UK based client development and support resource.</p> <p>The prevailing hard insurance market has created capacity challenges for many MGAs and increasing numbers of firms have been turning to Robus for help with alternative, risk-bearing strategies.</p> <p>Whilst making the leap to providing risk-bearing capital can seem daunting, Robus has the experience, expertise and established solutions available to guide you through the options, set-up your new vehicle and help you realise the potential financial benefits. For MGAs we can advise and assist in strategic solutions including:</p> <ul style="list-style-type: none"><li>• Feasibility studies, set-up and management of (re)insurance vehicles for your portfolio at your preferred level of participation to enjoy access to your underwriting profits and better control and alignment with your capacity</li><li>• Capacity sourcing opportunities through our network of potential carrier partners you may be unable to reach</li><li>• Outsourced management services in Guernsey, Gibraltar and Malta including finance &amp; treasury, compliance &amp; company secretarial</li></ul> <p>In support of these specific MGA services the wider Robus Group provides expertise in captive management, cell company formation &amp; management, Insurance Linked Security (ILS) transactions and pension longevity transactions.</p>
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<p><b>Sefas UK</b></p>	<p>Sefas is a global software organisation providing omni-channel customer communication management solutions. Sefas can help MGA's to:</p> <ul style="list-style-type: none"><li>• Enable self-service &amp; interactive multi-channel communications</li><li>• Ensure new upselling / cross selling opportunities are realised</li><li>• Effectively link new technology to existing legacy systems</li><li>• Deliver a first class customer experience – sending the right message, at the right time, through the right channel.</li></ul> <p>Sefas has over 20 years' experience in helping organisations produce communications that are personalised, relevant, available on demand and accessible via the channel of their choice. We have delivered our Harmonie Customer Communication Suite (HCS) to many highly regulated organisations who face common challenges;</p> <ul style="list-style-type: none"><li>• Complex legacy IT systems</li><li>• Digital &amp; organisational silos</li><li>• Desperate data sources</li><li>• Changing regulations</li><li>• Improve time to market</li></ul> <p>Sefas HCS with the added power of Kofax Intelligent RPA provides a platform that not only improves the customer / consumer journey but delivers increased operational efficiency.</p> <ul style="list-style-type: none"><li>• We help businesses transform their CCM processes</li><li>• We use digital processes to automate, personalise &amp; streamline communications</li><li>• We enable multi-channel communications from a single application</li><li>• We transform customer documents into personalised digital customer experiences</li><li>• We integrate your inbound &amp; outbound CCM</li><li>• RPA enables businesses to communicate with customers without operator intervention, servicing customers' needs 24/7 in a consistent &amp; compliant manner</li></ul>
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<p><b>Softelligence</b></p>	<p>At Softelligence, we are committed to enabling MGAs to accelerate time-to-market, leverage flexible distribution models and digitalize operations with intelligent process automation. To achieve this, we offer bespoke technology services and solutions. Across the years we have developed a robust set of MGA accelerators featuring rating engine innovation, digital product factory capability, digital modules for quote and bind, policy admin and claims handling, reconciliation management and claims processing, and a strong business intelligence suite with advanced and predictive analytics.</p> <p>Special offer for MGAA members: partnering to achieve data-driven digital transformation</p> <p>As an MGAA Supplier Member and a technology and consulting services firm working with organisations in the London Market, Softelligence has committed to offer complimentary workshops to support MGAs in accelerating their transformation aspiration or health-check existing strategies – strictly no obligations.</p> <p>Available workshops for booking:</p> <ul style="list-style-type: none"> <li>• Data and Analytics Workshop: increasing customer satisfaction and improving customer retention rates</li> <li>• Digitalisation Workshop: turbocharge growth projections and operational efficiency</li> <li>• Automation Workshop: process automation – beyond the RPA trend, how can we support enable MGAs to action on process</li> </ul> <p>About Softelligence</p> <p>Founded in 2006, we enable organisations in Financial Services to accelerate growth with next generation InsurTech through leading edge technology services and consulting expertise.</p>
<p><b>SS&amp;C Technologies</b></p>	<p>SS&amp;C Technologies is a leading provider of mission critical, cloud based software for insurers, MGAs and brokers via a flexible, on-demand delivery model helping businesses to operate better, faster and more efficiently. Our core focus is to help the insurance industries operations run at optimum level through the use of technology such as RPA, Process Automation and AI.</p> <p>SS&amp;C's unique business model combines end-to-end expertise across financial services operations with software and solutions to service even the most demanding customers in the insurance industry.</p>

<p><b>SSP Limited</b></p>	<p><b>SSP is a global provider of insurance platforms across the entire insurance industry. Using our expertise, we enable our customers to transform their business and increase operational efficiency, enhance their customer journeys, and support profitable growth.</b></p> <p>Being an MGA, you need flexibility at the core of what you do and the ability to shift your business model in line with customer demands. SSP's commitment to innovation and customer service means that as these requirements change and insurance businesses become more agile, so do we and our solutions.</p> <p>SSP MGA enables MGAs to integrate seamlessly with brokers and deploy products faster to maintain a competitive edge, reduce costs and improve customer experience, whilst providing that self sufficiency an MGA needs these days. The ever-increasing need for swift adaptation and ability to utilise and discern data is something SSP recognises as being crucial.</p> <p>With a highly motivated, experienced, and talented workforce, we have been shaping the face of insurance technology for well over 35 years. So, whether you're a well-established MGA, or a start-up with a smart new idea, our knowledge and technology capabilities deliver innovative results that make us the partner of choice.</p>
<p><b>The Insurance Charities</b></p>	<p><b>The Insurance Charities – your industry charity</b></p> <p>Each year we help hundreds of insurance employees and their families in times of need. We can help with one-off payments, such as household repairs, provide on-going financial help and give practical support to those with health, money and housing concerns.</p> <p>Working throughout the UK and Ireland we give out over £1.7 million annually. We understand adversity can affect anyone and turn their life upside down. We want to make sure no insurance employee in need of our help misses out. You can find out more on our website <a href="http://www.theinsurancecharities.org.uk">www.theinsurancecharities.org.uk</a></p>

<p><b>Total Systems plc</b></p>	<p>Total Systems plc is a specialist insurance technology provider delivering radically better solutions to exceed client requirements through a mix of leading edge software, experienced personnel, a proven delivery approach but most importantly a thorough understanding of what our clients need.</p> <p>We are 100% London based, so no offshoring and our team contains highly regarded insurance industry knowledge, and IT development expertise, along with passion for delivering the best in class full insurance policy life cycle.</p> <p>Our modular insurance software was created from the ground up using Microsoft technology, services oriented architecture (SOA) and up-to-date design principles. Bluescape is web based and delivers a rich level of functionality with lightning fast response times.</p> <p>Our leading edge technology allows you to offer your clients, brokers and partners personalised insurance quotes and policies, flexible and subscription based covers, faster claim settlements, and the capability to adapt quickly to changes and opportunities in the insurance market through significant self-sufficiency.</p> <p>In a nutshell, we passionately believe in delivering radically better results for our clients.</p>
<p><b>Valentis</b></p>	<p>Valentis is a fresh, agile advisory business focusing on the insurance, risk and claims management markets. Our co-founders have in excess of 60 years' experience specialising in strategic planning, business growth, leadership and ultimately, business and personal success.</p> <p>We will work with you and your teams on a long-term basis and will immerse ourselves in your culture, purpose and ambition in order to provide trusted strategic advice, personal support and practical solutions to help you achieve your business goals.</p> <p>As a Supplier Member of the MGAA, we are ideally placed to support your organisation across a range of key disciplines including business and growth planning, claims' strategy, compliance reviews, audit, brand management and marketing, leadership coaching and, business acquisition and disposal.</p> <p>We can also provide access to Board Advisors or Non-Executive Directors with specialist industry expertise, ensuring that you have easy access to the very best industry-specific advice.</p> <p>We recognise that many MGAs are start-up organisations and funding can be limited at a time when access to the best advice is critical. We have therefore created a range of services that offer flexible and affordable programmes to suit your needs as they change over time.</p>



<p><b>Xceedance Ltd</b></p>	<p>Xceedance is a global provider of strategic consulting and managed services, technology, data sciences, and blockchain to MGAs, re/insurers, and brokers. The experienced insurance professionals at Xceedance have deep domain knowledge across the entire industry value chain and enable our clients to enhance policyholder services, enter new markets, boost workflow productivity, and improve profitability.</p> <p>The Xceedance MGA Agility Suite gives established and start-up MGAs a tailored platform to effectively capture and serve target market segments. The MGA Agility Suite provides software and/or insurance lifecycle services — created expressly for the distinctive operations of MGAs.</p> <p>Services Xceedance provides to MGAs include (but are not limited to):</p> <ul style="list-style-type: none"> <li>- Underwriting Assistance – declines, submissions, quotes, categorise work/triage, bind/bound, peer review, endorsements, queries</li> <li>- Credit Control Support – bank statements, cash allocation, reconciliation, chase, escalation</li> <li>- Actuarial Services – pricing, reserving, capital modelling – strategic and task-based work</li> <li>- Technology – quote/bind PAS platform, custom application development, data sciences, process automation, blockchain</li> <li>- Reporting – bordereau, internal reporting, warehouse refresh, broker statements</li> <li>- Risk Management – exposure management, risk accumulations</li> <li>- Broker Services – TOBA management, validation, solvency checks</li> </ul> <p>Xceedance has helped established MGAs optimise existing processes and enabled multiple start-ups to scale faster and more effectively.</p>
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