

WHAT'S NEW?

BDML Connect launch new solutions arm

BDML Connect, now part of The Capita Group, has launched a new subsidiary, BDML Insurance Solutions (BDMLIS), which will focus on niche areas of the affinity



Tony Martin

insurance market. Tony Martin, previously managing director of Aon's high volume affinity activity, is appointed to lead the BDMLIS team. The remaining members are Stuart Read, Jeremy Edland, Susie Cook (ex-Aon) and Lee Glynn, formerly from R&SA.

BDMLIS will initially focus on rail authority/housing association and tenants insurance programmes; a scheme for employers to insure their home computer initiative programmes; and wholesale travel insurance facilities. Each of the products is currently being developed. Tony Martin: "The team are really excited about working in the entrepreneurial environment of BDML. We are

already seeing a lot of interest from potential clients in our chosen markets."

Andrew Newman writes:

Before the sale of BDML to Capita took place, Ultimate Insurance Solutions, established in 1996, was a subsidiary of BDML Holdings. Run from Portsmouth by Brian Lambert and Paul Hampshire, Ultimate was not taken over by Capita and is now independently owned by Messrs Lambert and Hampshire.

Asked to comment on the speed with which BDML have set up a new solutions arm, director Paul Hampshire points out that while Capita itself operates in the same market as UIS, BDMLIS does not. "We supply ULR and accident and health and other bespoke products to a number of strategic partners, supported by an experienced claims team based at our Portsmouth headquarters, who also deal with travel, legal, personal accident and pet claims, in addition to an outbound service and sales department. Ultimate Insurance Solutions continue to be retained by Capita as a product provider and specialist claims handler."

New low-cost subsidence repair solution

A new environmentally-friendly, low-cost subsidence repair solution has been developed by researchers at Withers PLC, the Croydon-based subsidence, piling and foundation specialists. The With-A-Void foundation system uses recyclable collapsible steel fabricated chairs to create a void in the ground and reduce the risk of heave in clay subsoils. It replaces the traditional

solutions such as those involving ground beams and compressible cell core polystyrene sheets. Withers managing director Rob Withers describes the latter method as effective against heave, but environmentally-unfriendly. "Our collapsible void support chairs can be removed from the ground and re-used. I predict we will save insurers up to one third in claims costs and dramatically reduce the amount of material we use."

New website launch by AUL

Colchester based insurance scheme specialist Agency Underwriting Limited has added a new website with an online policy documentation facility to its portfolio of services delivered to its broker network of 3,000-plus brokers across the UK. The new website at www.aul.co.uk offers access to instant quotations on a number of AUL's insurance schemes, including let, commercial, and unoccupied property; UK and EU holiday homes; and niche travel, such as sailing and skiing.

Marketing team leader Jane Lindekam says the website facility has been developed especially for individual, smaller and medium-sized brokerages. "One unique aspect of our travel product is to make policy amendments online, even after policies have been issued to clients, so that our brokers no longer have to instruct us to make amendments. Initial feedback received from member brokers has been very favourable. We expect to see a rapid take-up of this online operation, offering brokers further opportunity for growth and professional excellence."

Pictured: Jane Lindekam, AUL

