

## SOUND BYTES

### **What is Durell's "Web-link" (for House & Motor Quotes) ?**

It's a ready-made module to add Motor and Household Quotes to a broker's own website. Quotes can be "open market", or just for those insurers with which the broker has agencies. The resulting data is downloaded to a Durell administration system, from where the broker can verify the quote before proceeding with the take-up (i.e. to avoid hoax callers), or alternatively contact the enquirer direct. The first few questions cover the enquirer's phone number and address, which allows the broker to chase-up badly-entered or prematurely-aborted quotes. All enquiries are entered on a secure server with a secure download procedure, both of which are included in the price.

### **How much does it cost?**

The "Web-link" costs £250+VAT to install, plus £75+VAT per month. The first 50 quotes per month are free, after which they're charged at £1+VAT each.

A "Web-link" can only be added to an existing Durell system, where a single-user system may be downloaded free from [www.durell.co.uk](http://www.durell.co.uk). Whereas this may be used for commercial business at no cost, to add personal lines with full-cycle EDI costs £100+VAT per month. Additional users cost £250+VAT each with £75+VAT per month. So for example, a complete four-user admin system with a web-link for web-based quotes would cost £1,000+VAT with a monthly charge of £400+VAT.

### **How many brokers are using Durell?**

At the last count over 500 individual brokers were using Durell for the administration of personal lines and commercial insurance.

### **Have you had any feedback?**

It's early days yet, but so far the feedback has been very positive, with slight disbelief that we could provide this facility at such a low cost.

### **How will this benefit a brokers' business?**

With Durell's "Web-link" brokers can set-up their own cost comparison websites for a fraction of the cost of one like Churchills or CompareTheMarket.

### **Are there any developments planned?**

At the time of writing the "Web-link" itself is still under development, though a nearly finished demonstration is available for you to review on [www.durell.co.uk](http://www.durell.co.uk).



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