

Company Profile

Company	Ecclesiastical Insurance Group Plc.
Name	Paul Brooker
Position	Group Credit Risk Manager
Services Used	Reports, Bespoke Monitoring, Company Documents, Creditsafe Country Reports, International Reports, Consumer Reports, ID's, Trace, Free Training
Interested in	3D (including sharing of data), Periodic Data Cleanse, Safe Alerts data append, revisit of Consumer suite.
Customer Since	Feb 2011
Website	www.ecclesiastical.com



“If used correctly, **Risk Tracker** (Bespoke Monitoring) significantly **reduces your bad debt** exposure”

WHAT WE EXPECTED FROM CREDITSAFE

Specialist insurers Ecclesiastical have used Creditsafe for a number of years, but decided to take the plunge just over a year ago to use us as their primary provider of business information. Ecclesiastical, charity owned and formed in 1887; insure around 95% of the nation’s church buildings along with English Heritage properties and many other significant heritage sites of note. There were a number of criteria that needed meeting should the ‘socially responsible investment experts’ opt for Creditsafe

- » 250+ users
- » Portfolio management tool (Bespoke Monitoring service with ‘master’ user)
- » Reduced costs
- » Ease of use / Accessibility to other departments
- » Everything in one place
- » Director Reports
- » Group Structure
- » Image Documents
- » Quality global data

THIS IS HOW CREDITSAFE HELPED:

Ecclesiastical were looking for a cost effective solution that would be accessible to a variety of different users from brokers, claims, divisional directors to procurement and beyond. With over 250 potential users Creditsafe needed to create an underwriting friendly monitoring solution where users could manage their own portfolios online, with one master user getting a daily file of changes based on 7 key change indicators. They are now one of many taking advantage of Creditsafe's Bespoke Monitoring product.

"The centralised approach with risk tracker not only helps with reducing our bad debt exposure, it has helped enormously in terms of cost."

With so many users across the business it was essential that everything was in one place, quick, easy and accessible by all concerned.

"The 5 yr. financials and colour co-ordinated changes are great; it easily shows the deteriorating trend.

It's also really easy to cut and paste, I actually use this in emails to my business colleagues...it's very visual. You can look at it and read it in seconds rather than reading a large paragraph on financials."

"If I can prove that a broker is on a downward trend or that there's a high risk of failure by providing them with something that's easy to digest, they are usually supportive."

Ecclesiastical also have global concerns, so a key factor in their choice of provider was the quality international data, and making sure the system translates "across borders". "Consistency with overseas data and the "look and feel" is an important factor for us and Creditsafe provides that."

As a valued customer, Ecclesiastical are pro-actively helping us with innovative product ideas for their sector and on-going rating developments!

AND FINALLY... WHAT ADVICE WOULD YOU GIVE:

"Check other suppliers, when we did that Creditsafe were the only ones who had the specific data we were looking for...one of the beauties of having all the information in one place, it's all there, it's all very quick!"

Paul Brooker, Ecclesiastical, 2014

"... With the reports we get now even someone who doesn't work in finance can have a reasonable understanding of them."

Jacky Mott, Procurement, Ecclesiastical, 2014