

**FAO: News Editors**



**LIGHTHOUSE GROUP PLANS FURTHER INTEGRATION WITH INTELLIFLO  
FOLLOWING SUCCESSFUL COMMISSIONS TECHNOLOGY SWITCH**

**31<sup>st</sup> January 2008**

IntelliFlo, makers of the UK's fastest growing front and back-office system for Independent Financial Advisers (IFAs), is exploring new ways in which its technology can benefit Lighthouse Group, one of the UK's largest IFA groups, following Lighthouse's hugely successful switch to IntelliFlo's Intelligent Office to handle commissions, in 2006. Major steps towards greater co-operation are expected over the next six months.

Malcolm Streatfield, Chief Executive of Lighthouse Group, commented, "The Intelligent Office system offers full end to end commission processing, including full and comprehensive automated matching. This has ensured we meet the FSA's mandatory requirements on commissions matching whilst providing time and cost savings for our advisers."

Since June 2005, financial advisers have been required by the FSA to match each and every commission payment – including renewals – with their client records. Analysis of over 5,000 Intelligent Office users has revealed that those using the automated commissions matching facility achieved an average of 92% accurate matching, with typical savings of £1,916 per adviser per annum.

Nick Eatock, Chief Executive Officer of IntelliFlo added, "We are delighted that, through Intelligent Office, Lighthouse is now able to deliver an enhanced service to its members. Intelligent Office is the only completely web-based front and back-office system on the

market for financial advisers, making it cost effective and simple to use. It is also easy – the system does it all for them and they save time and money.”

- Ends -

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**Editors' notes**

**IntelliFlo** ([www.intelliflo.com](http://www.intelliflo.com)) has been providing Information Technology services to financial services companies large and small since its formation in 2004. Its team of dedicated IT and business professionals have expertise across many different markets and technologies, with proven experience delivering effective solutions to a wide range of business needs. In the last year alone IntelliFlo has made over 1,100 major enhancements to Intelligent Office and continues to deliver further improvements at a rapid rate. Intelligent Office is the fastest growing solution in the marketplace.

**Lighthouse Group plc** ([www.lighthousegroup.plc.uk](http://www.lighthousegroup.plc.uk)) is one of the UK's largest Independent Financial Adviser groups and pension scheme administrators.

The Company provides support to close to 600 IFAs across the UK who in turn provide fully independent financial planning advice to both private and corporate clients. The Company has in excess of £5 billion worth of funds under influence.

Based in five main operational centres, in London, Manchester, Brighton, Exeter and Reading, the Company has grown rapidly through both organic growth and key acquisitions since being admitted to the Alternative Investment market (AIM) in October 2000.