

**Press release:**

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## **Xpro Targets Open GI Brokers**

**Document management solutions provider, Xpro Service DMS, is expanding its presence in the UK broker market by partnering with software house, Open GI.**

Xpro's TokOpen solution is fully integrated with the Open GI platform allowing for fast retrieval of client documents. Brokers can achieve significant cost savings with on average six months return on investment and considerable space savings by removing filing cabinets.

The solution's centrally managed workflow maintains document and user security and future proofs the organisation against the FSA's changing legislation regarding storing documents. An onsite hosting and scanning service is also available.

This is Xpro's first partnership of its kind with a software house and increases the range of document management solutions for Open GI brokers.

**John McIntyre, Xpro Services DMS General Manager, comments:** "We are delighted to be partnering with a market leader like Open GI. With a customer base of 2,000 firms, it provides us with an opportunity to increase our presence significantly over the next decade.

"Xpro's solutions deliver a return on investment to brokers in terms of months rather than years, and close integration with the Open GI platform can push administration savings to well over the 50% mark. Added to this, space savings accrued can often avoid an office move.

"Xpro's unique approach to project planning and high quality solutions ensure client expectations are met time after time. Being highly competitive on cost - 25% less than competitors - has also had a positive impact on business wins."

**Simon Hughes, Sales & Marketing Director, Open GI, said:** "The addition of Xpro to our panel of document management providers adds yet more choice for Open GI brokers. With over 80% of their business in the UK insurance market, they fully understand brokers' requirements and have an enviable track record of providing solutions that deliver on price and performance."

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**For More Information:**

Caroline Hardiman  
Press Relations Manager  
Open G I  
Tel: 01905 754455  
e-mail: caroline.hardiman@opengi.co.uk

