

03 June 2010

<Address>

To whom it may concern,

**Re: Westinsure Online**

It is with regret that I write to inform you that Westinsure Online will no longer be available to Westinsure Brokers from 30 June, 2010.

This decision has not been taken lightly and has followed many months of discussion with Westinsure regarding the future strategy for development of the system and the products/insurers available to members

In putting our proposals forward to Westinsure we have sought the opinion of the members who utilise the Westinsure Online facility and have developed a detailed understanding of the insurers, products and facilities brokers require from such a system.

We proposed our vision for development but we have been unable to convince Westinsure to negotiate their own products and insurers to meet the needs of the users and, thus, we have been unable to secure commitment from Westinsure to develop the panel of insurers and products on the system on their behalf.

Some of you may be aware that the Westinsure Online facility is operated and based upon the Broker2Broker Online Underwriting system.

Broker2Broker is a forward thinking organisation and has been developing its product and insurer suite since 2006 and have a comprehensive range of products and insurers that we strive to continue to develop to the specification of our network of brokers. We offer up to 25% commission, the system is free to access, with no annual fees or minimum commitment.

All the products available through Westinsure Online are accessible via the Broker2Broker system. These have been negotiated directly with the insurers and were provided to members following the insurers agreement.

In addition to the existing Westinsure Online products/insurers Broker2Broker has some other additions and an example of these is shown below.

**Additional Insurers:- Aviva, RSA, Fortis, Lorega, W R Berkley**

**Additional Products:- Commercial Combined, Fleet, Professional Indemnity, D&O, Loss Recovery**

As valued customers of our Westinsure Online system we have made the full product range available to you via Broker2Broker.

**What do I need to do next?**

From the 30 June, 2010 you will no longer be able to access Westinsure Online, to access your existing cases for administration and renewals you can log on via Broker2Broker ([www.b2binsurance.co.uk](http://www.b2binsurance.co.uk)) with the same log in details you currently have.

You are not required to complete any additional application processes, we will simply transfer the agency over and this will allow you access to all your current Westinsure Online customer details

If you have any questions with respect to accessing you business via Broker2Broker please call Sara or Andrea on 0844 855 4689

Yours Sincerely

Jason Gandy  
Managing Director