

**Press Release**  
**August 17, 2018**

**OneFamily selects Focus Solutions' technology to support  
new lifetime mortgage advice service**

OneFamily has chosen now:advise from Focus Solutions as the software solution behind its innovative new lifetime mortgage advice service, OneFamily Advice. now:advise will support OneFamily Advice's end-to-end case processes, compliance, remuneration matching and ongoing client servicing. now:progress was also chosen as OneFamily's training and competence solution for ongoing adviser training and development.

now:advise is a full front-to-back office solution for adviser firms. Advisers can select the whole suite or choose individual solutions based on their specific needs.

OneFamily Advice launched in May aimed at over 55s who wouldn't choose a traditional adviser, offering financial advice for homeowners wishing to release equity from their home with a lifetime mortgage. It is delivered through a combination of online (client portal), phone and video conferencing services.

**Steve Andrews, Head of Managed Services at Focus Solutions, said:** "We are very excited to be working with OneFamily Advice to bring its innovative new advice service to market, and we look forward to supporting its growth and digital aspirations in the years ahead. Our products have a number of intuitive capabilities that add a lot of value and efficiency to any adviser business."

**Matthew Ellis, Head of OneFamily Advice, said:** "We selected now:advise because we wanted to create a bespoke customer journey and by working with Focus we were able to develop a proposition unique to us that suited our customers' needs based on its out-of-the-box solution.

"Of particular attraction was the customer portal capability to enable document sharing and secure messaging. The solution could be used for advising on other product areas should we decide to expand the scope of our service in future."

In May, Focus Solutions launched its latest cashflow planning tool. now:plan Cash Flow 2.0 is an interactive, digital cashflow modeller designed for advisers with ease of use and comprehensive functionality at the forefront. It utilises Moody's Analytics to build in more informed growth rates.

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**Notes to editors**

**About Focus Solutions**

Founded in 1995, Focus Solutions is a financial services software house with a track record of providing effective advice and business automation, CRM, T&C and financial planning solutions. Focus Solutions works with leading financial advisers (at both network and firm level), bancassurers, product providers and mortgage lenders to deliver solutions across a range of products such as investments, pensions, protection, mortgages and general insurance. Since 2011 Focus Solutions has been fully owned by Standard Life but operate independently. [www.focus-solutions.co.uk](http://www.focus-solutions.co.uk)