

# INSURANCE INTEGRATIVE STRATEGIC ALLIANCE

# PROPOSAL

**HICH**  
Roof & Property Consultants

Evolution through innovation for  
Buildings Insurance

## **SPECIFIC TO**

Independent brokers  
and UK insurance  
companies

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Registered Company  
No.SC396429  
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# INTRODUCTION

Insurance is fundamental to the surveying industry and the UK property market. Having their property insured gives homeowners peace of mind knowing that an efficient and responsible company backs their most valuable asset.

For this reason, we want to take a step forward in the industry and establish strategic alliances that combine the quality of our service with that of insurance companies and independent brokers in the UK.

Our objective is to offer the best of both worlds to our thousands of clients, facilitate the process of choosing building insurance policies, and create a link between allied insurers and our large pool of clients.



# ABOUT US

We are a national surveying company with a broad UK wide coverage. At HICH LTD, we are characterised by a strong sense of responsibility and excellence.

HICH Ltd has over a number of years built a strong reputation based on excellent service standards throughout the building and surveying industries.

Our award-winning service has established us as a leader, and one of the most innovative companies in the UK surveying industry. New and technological advances such as the MyHICH® iPhone- iPad self-assessment survey app, and National Contractor Network®, all integrated into an advanced AI booking and management system, have earned us excellent reviews for the service we provide.

We've been changing the normal for decades, and pride ourselves by disrupting markets through innovation and pushing boundaries, creating a seamless, efficient and effective change to processes with enhanced customer service at the heart of what we do.



# THE TEAM

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## Philip Milne

Chief Executive Officer

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Founder and director of HICH Ltd, a Building Claims expert in building surveying and an ISO 18436-7 & BINDT CM/GEN Thermographic Surveyor, success-driven, with a broad sense of excellence.



## Caroline Milne

Chief Operating Officer

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An experienced buildings insurance claims handler with an exceptional talent for decision making and attention to detail, always looking to improve service standards



## Michael Scott

Editing Department Manager

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Specialist in managing and maintaining information and data, with extensive technical and problem-solving skills.



# INSURANCE INTEGRATIVE STRATEGIC ALLIANCE

The Insurance Integrative Strategic Alliance is our most recent project. Through the IISA, we seek to establish a commercial alliance link with insurance companies or independent brokers in the UK to offer a more comprehensive service to our clients and, at the same time, facilitate the tasks of marketing, sales and client management for our insurance partners.

We understand the current market situation very well and the urgent need of our clients to obtain building insurance policies that best suit them.



PERCENTAGE OF OUR CLIENTS  
WITHOUT THE CORRECT  
BUILDINGS INSURANCE  
POLICY COVER

57 %

# GOALS AND OBJECTIVES

We have outlined the goals and objectives of IISA based on the allied insurers and our clients. Both obtain benefits tailored to their needs, guaranteeing the operability and efficiency of the Insurance Integrative Strategic Alliance.



Our allied insurers get a steady stream of customers directly from our database. In this way, they can streamline their sales and customer acquisition processes.



Our clients obtain a direct route with a reliable, responsible insurance agent and are backed by our high-reliability system.

**A** | Promotional links on each survey report issued to our clients promoting the chosen insurance companies' products.

**B** | Report guidance on recommended policy cover best suited to the property type, age and condition.

**C** | Access to the report content confirming the property condition and negating claims based on historical defects not associated with recent policy perils.

**A** | Direct contact via electronic links in each survey report requested by the client.

**B** | All surveys carried out by qualified and experienced buildings insurance practitioners.

**C** | Special discounts in upcoming surveys for hiring the services of our insurance partners.

# HOW TO BE OUR INSURANCE PARTNER?

Responsibility, efficiency, and quality of service are essential factors to be part of IISA. We want to ensure that we establish a strategic alliance with an insurance company or independent broker whose values align with those of HICH LTD. Our selection process is as follows:



## PHASE 1

The potential insurance partner contacts us to announce their intention to partner with HICH LTD.

## PHASE 2

HICH LTD processes and evaluates the candidate and approves or rejects the partnership request.

## PHASE 3

If accepted, the insurance partner and HICH LTD enter a contractual agreement.

## PHASE 4

HICH LTD and the insured partner formalize the strategic alliance and begin to enjoy the agreement's benefits.

Potential partners sign a contractual agreement for a set period, paying a monetary clause agreed between both parties and making the strategic alliance official.



# FAQ

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Any inquiries?  
Contact us!



0345 257 0858



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www.hich-ltd.co.uk

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**01**

## **Who can be insurance partners?**

Any insurance company or independent broker at a local, regional or national level that meets the requirements established by the PRA or any other regulatory organization established by the UK government.

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**02**

## **How long does the contractual agreement last?**

The duration of the contractual agreement is subject to negotiation during the acceptance process.

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**03**

## **How big is HICH LTD's customer pool?**

According to official figures from our database, our client pool exceeds thousands of clients and these numbers continue to expand constantly.

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**04**

## **What about the ROI?**

ROI can vary between insurance partners, depending on their insurance products, costs, scope, etc. However, our figures offer ROI expectations of over 20%

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**WHAT ARE YOU WAITING FOR TO BE PART OF THE WINNING TEAM?**

**JOIN US AS AN INSURANCE PARTNER AND HELP US MAKE LIFE EASIER FOR THOUSANDS OF PEOPLE IN THE UK!**

**HICH**  
Roof & Property Consultants



**SCAN & GET IN TOUCH!**

