

## The Key unlocks another door to the Tenet Group & Mortgage Brain partnership

**UK, June 28, 2016:** Tenet Group, one of the UKs largest adviser support groups, has extended its partnership with Mortgage Brain and is now offering its members access to the Key, Mortgage Brain's point-of-sale, CRM and compliance system.

Tenet announced recently that it was exclusively providing Mortgage Brain's mortgage sourcing systems - MortgageBrain Anywhere and MortgageBrain Classic - to its members, and has now added to that by offering the Key as one of its preferred complete business management solutions.

With secure client data storage, the Key, which supports the sale of mortgages, insurance, life, loans and other financial products, will enable Tenet's advisers to run their back office compliantly, securely and efficiently.

With full integration with Mortgage Brain, Mortgage Trading Exchange (MTE) and insurance and protection companies, the Key, which is renowned for its comprehensive and easy-to-use point-of-sale and CRM capabilities, will pre-populate client data saving Tenet's advisers' valuable time re-entering important information.

Gemma Harle, Managing Director at TenetLime, comments, "In terms of business management capabilities we are confident that the Key provides all the tools our members need to deliver excellent mortgage advice and a sales process which helps them to consistently exceed customer expectations."

**More/...**

Mark Lofthouse, CEO of Mortgage Brain, adds, "We're delighted that Tenet Group has chosen Mortgage Brain as its partner for the provision of point-of-sale, CRM and mortgage sourcing solutions to its members.

"The features and capabilities of our technology solutions are considered to be the very best in the industry and Tenet's endorsement is further proof of the value and role that our systems play in delivering real and substantial business benefits to brokers and advisers."

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## **NOTES TO EDITORS**

### **About The Key**

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- The Key was acquired by Mortgage Brain in May 2006 and substantial investment has and continues to occur following its integration within the company.
- The Key was launched to the market in 2005 and offers mortgage intermediaries the best and most comprehensive point-of-sale, compliance and business management capability.
- The Key was developed to deliver a single technology solution to meet the needs of a mortgage intermediary's business and is integrated with the market leading sourcing systems and the Mortgage Trading Exchange, the only true electronic trading platform.

### **About Mortgage Brain Limited**

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- Mortgage Brain Limited is the most widely used and preferred provider of point-of-sale, compliance, mortgage sourcing and electronic trading products and services for mortgage intermediaries.
- Mortgage Brain Holdings Limited, formed in 1986, is jointly owned by Barclays Woolwich, The Lloyds Banking Group, Nationwide, Royal Bank of Scotland, Santander and Virgin Money.
- The consortium of six owners, together with their subsidiaries, collectively account for in excess of 70% of the new business mortgage market within the UK.
- Mortgage Brain Holdings Limited currently has over 20,000 users of its products and services.
- Mortgage Brain is a Microsoft Gold Certified Partner and has won a number of industry awards including the 2010, 2011, 2012 and 2015 Mortgage Strategy 'Best Technology Provider' Award, the Pink Service Award for 'Best Technology Provider', and 'Technology Advocate of the Year' at the 2010, 2011, 2012 and 2013 British Mortgage Awards.

#### **For further press information, please contact:**

Damion Clark at the Mortgage Brain Press Office. **Tel:** 07789 911314

**Email:** damion@realpublicrelations.com

#### **For all other enquiries, please contact:**

Mark Lofthouse, CEO of Mortgage Brain. **Tel:** 07776 143 056 or 01527 557203

**Email:** mark.lofthouse@mortgage-brain.co.uk