

**NEWS RELEASE:  
FOR IMMEDIATE RELEASE**



**21 November 2018**

## **SSP partners with Global Payments for complete card payment solution**

SSP has announced a payment solution partnership with Global Payments, a leading worldwide provider of payment technology services. This partnership delivers everything brokers need to accept and process payments online, over the phone and in-person, including a new integrated all-in-one payment gateway and merchant account solution.

With a firm commitment to innovation and customer service, SSP undertook a strategic review to ensure its brokers continually benefit from a simpler way to manage and collect regular insurance premiums. The new solution enables brokers to collect, process and refund one-off and regular premiums, along with access to valuable transaction insight and simple to implement fraud rules.

The deal also provides members of Keychoice, the insurance distribution business owned by SSP, with access to a merchant account. This enables brokers to process and receive payment from all major types of card, both online and via mobile devices.

Global Payments processes the transactions on behalf of member brokers, passing the details through to the card issuer and crediting funds to the brokers' bank accounts.

With brokers' margins under continuous pressure in a competitive market, SSP is committed to helping brokers minimise their costs, so they can trade as effectively as possible. To this end, Keychoice brokers receive preferential rates on every transaction completed through the Global Payments platform.

**Ron Atkinson, Distribution Director, SSP commented:** "Customers are now demanding the same payment experience from their insurance provider that they receive in other areas of their lives, such as retail, where paying by card is commonplace.

"I'm excited to be working with Global Payments to enable our brokers to meet these changing needs and thrive. With a single solution for all of their payment requirements, our brokers will be more competitive in the marketplace."

**Dave Wills, Chief Sales Officer, Worldwide eCommerce and Multinational Clients, Global Payments** said: "We are delighted to team up with SSP to deliver our all-in-one payment solution to its Keychoice customers. Global Payments partners with some of the leading brands in the insurance sector, delivering a payments solution that places innovation, simplicity and valuable insight at its very heart. We focus on solving the challenges that insurers face – from streamlining their entire payment system, to keeping card details up-to-date for regular premium payments and even help reducing fraud. With SSP, we are committed to working together to make insurers and brokers operate a more efficient business – today and in the future."

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#### **Notes to editors**

#### **About Keychoice**

Keychoice is the insurance distribution group owned by SSP, and its products are exclusively available on SSP's technology platforms. Member brokers are able to win in the market through access to better and more competitive products, making them an attractive distribution channel for insurers. The insurers who partner with Keychoice also access unique data and intelligence that enables them to accurately target growth.

Membership now extends to over 500 members, who control in excess of £1.7bn GWP. Based on our view of the market, Keychoice brokers grew their total GWP by more than 7% during a tough trading period.

[www.keychoice.com](http://www.keychoice.com)

#### **About SSP**

SSP is a global provider of technology systems and solutions across the entire insurance industry, using our expertise to enable our customers to transform their business and increase their profitability. SSP provides core technology solutions, distribution and trading capability, advanced analytics and solution delivery. We work with 8 of the top 10 UK insurers, 4 of the top 10 global insurers and over 40% of UK brokers. Our unique position in the market, including the largest market share of UK e-trading, enables us to provide leading data insight and unrivalled distribution. With over 30 years' experience, our knowledge, talent and technology capabilities deliver innovative results that make us the partner of choice for our customers.

[www.ssp-worldwide.com](http://www.ssp-worldwide.com)

#### **About Global Payments**

Global Payments Inc. (NYSE: GPN) is a leading worldwide provider of payment technology and software solutions delivering innovative services to our customers globally. Our technologies, services and employee expertise enable us to provide a

broad range of solutions that allow our customers to accept various payment types and operate their businesses more efficiently across a variety of distribution channels in many markets around the world.

Headquartered in Atlanta, Georgia with approximately 11,000 employees worldwide, Global Payments is a member of the S&P 500 with customers and partners in 31 countries throughout North America, Europe, the Asia-Pacific region and Brazil.

For more information about Global Payments, our Service. Driven. Commerce brand and our technologies, please visit

[www.globalpaymentsinc.com](http://www.globalpaymentsinc.com)

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