

MI to outsource niche sectors

Mortgage network and club Mortgage Intelligence (MI) has revealed it is to outsource its business in the sub-prime and non-conforming niche sectors to packager All Types of Mortgages (AToM).

In a reciprocal move, MI will supply its mortgage club service to AToM's panel of introducing brokers under its intermediary club banner, AToMic.

Vic Jannels, managing director of AToM, said: "This relationship will enhance and further differentiate our respective 'to market' propositions. This is a terrific opportunity for us to deliver our significant packaging experience."

Sally Laker, managing director of MI said the decision was a consequence of Financial Services Authority (FSA) regulation, which has changed the way the sector does business. Laker said: "We always look to our members for ideas in improving our group. One of the things they came back to us and said was they really liked the processing and packaging service offered by AToM. We are offering a mortgage club facility to AToM. Everyone is looking at their businesses



Outsourcing sub-prime business: Sally Laker, Mortgage Intelligence

and finding new ways to do business."

However, Dale Knight, managing director of Premier Mortgage Network, said he found the move "bizarre" given that the non-conforming sector is the most profitable part of the market. He said: "It must be the first part of a larger strategy to further align the two companies. Many clubs are being squeezed at the moment and most are offering more services to customers.