



Quest TradePack

Quest is a leading technology provider to the Home Information Pack, Home Report and Energy Performance Certificate markets, working closely with the industry to enable property professionals to order or access and collate the contents of packs online.

TradePack is a secure online case management solution that enables the creation of Home Information Packs with ease. The white-labelled software, which enables users to fully add corporate branding to both the website and finished reports, automates the entire instruction, progress-chasing, reporting and delivery process. This includes all mandatory elements, from the Land Registry searches and water searches through to the Energy Performance Certificate.

The instruction of components can be managed through your preferred supplier network, including search organisations and Domestic Energy Assessors, enabling the resulting reports to be seamlessly fed into the online system, for collating into the clients completed pack.

The resulting compiled pack can then be presented to clients as a PDF, a professionally printed booklet or via secure access to the TradePack system for clients to view online.

Customers of TradePack are impressed by the simplicity of the system, the automated nature of the product which removes many administrative headaches from the collation process, and the overall value for money.

Benefits of TradePack:

- Flexible document management system that creates professional packs with ease
- Compiled pack presented as a PDF, professional printed booklet (next-day delivery option available) or to view securely online
- Option of incorporating your bespoke branding
- Flexible finance options including a deferred finance facility and an online debit and credit card payment system
- Professional Indemnity cover for up to £2m as a pack provider
- SMS and email updates sent direct to your clients advising them on the progress of the packs development
- Automatic property look-up feed for increased efficiency
- HIP Code compliant
- Complementary reports that add value to your HIP. AreaView, developed by Landmark, has been designed to be included into the pack and pulls together a comprehensive range of neighbourhood and amenity information to produce a valuable insight into the local area.



TradePack is a member of **HIPcode**

Quest/Landmark Information Group Ltd
Legal & Financial, The Smith Centre, Fairmile,
Henley-on-Thames, Oxon. RG9 6AB

Te: 0844 844 9969
Fax: 0844 844 9970
Email: sales@questuk.com
Website: www.questuk.com



TradePack: Cases in Point

Racing Jockey turned Home Inspector benefits from TradePack:

Having previously been a professional jockey, Newmarket-based Brian Russell moved into the residential estate agency sector after a couple of bad falls meant doctor's orders wouldn't allow him to continue racing any further. After ten years in the business, Brian decided to retrain as a Home Inspector so he could operate as a self-employed Assessor, supplying Home Condition Reports and Energy Performance Certificates to agents in and around East Anglia.

Having developed a network of estate agents to supply EPCs and keen to remain competitive in the marketplace, Brian identified an opportunity to offer a fair-priced HIP to customers, which would help him retain existing clients as well as potentially expand into new regions:

"When BRE announced it was offering a HIP service to its members, I felt very secure; the backing of BRE combined with the secure technology from Quest, which manages the ordering and fulfillment of each pack, provided me with a good level of reassurance as I knew the resulting pack would be compliant."

The uptake has been good and Brian believes this will only grow over time as word spreads locally of his services;

"I have set up a web ordering site for my customers to make the process as simple as possible. They go online; submit an order form with the property's details and then it's over to me. Using the Quest technology I am then able to order the pack components, whilst undertaking the energy assessment at the property. The system keeps my client up to date by sending email and SMS text updates as soon as each component of the pack is delivered."

www.brianjamesrussell.co.uk

Andrew Callaghan, A2G:

After identifying an opportunity to provide his customers with add-on HIP services, DEA Andrew Callaghan provides an insight into his first three months of using Quest's Trade HIP system; "Since leaving the army after 26 years service, I trained as a DEA and developed a network of independent agents that use my services. I could see there was an opportunity to deliver a better end product to agents by delivering HIPs as well as EPCs. I felt that by being able to offer a full HIP, it gives a company or individual a higher level of credibility and you are taken more seriously by agents.

"Since I started using Quest's Trade HIP, I have delivered well over 40 completed packs, which has provided me with a good profit margin. My clients benefit from a high quality, personalised service yet at an extremely reasonable rate. The software itself is very simple to use - it's quick, simple and extremely effective."

www.a2gassessments.com