



# Trident Group save 40% on insurance

YPO Framework | Ref: 754 | Insurance Solution for the Registered Providers of the Social Housing

The YPO Insurance Solution for Registered Providers of the Social Housing has been designed to create a level playing field for all insurance providers. The framework guarantees a transparent process for social housing providers and insurance partners. The competitive style of the closed bid process ensures all potential partners put forward their best possible terms on pricing, cover levels and value-added services e.g. workshops, seminars, training, risk management, without holding anything back for future negotiation.

Trident Group approached YPO looking for procurement support, management of the process and help in designing their insurance programme.

YPO worked with Trident Group to prepare and complete the further competition documents, and together with Phil Hayes Managing Director at 2Direct Ltd designed the insurance programme and wrote the requirement to ensure Trident insurance policies were fit for purpose.



“We approached YPO to assist us in tendering for the provision of insurance services. We found all members of the YPO team supportive and helpful throughout; the outcome of the procurement exercise has been positive with significant savings achieved, in excess of £185,000 per annum. YPO introduced us to Phil Hayes who was extremely useful in guiding and advising us throughout the process. Phil’s industry knowledge was particularly invaluable.”

**Rukhsana Arif**  
Head of Legal Services - Trident Group



“Working to tight timescales with Trident Group, the potential insurance partners excelled in delivering competitive offerings with considerable value-add services in terms of training and workshops. It was pleasing to secure improvements to both cover and service whilst reducing premiums by over £550K over the 3-year LTA. This is the second successive saving of over £550K we have delivered for a social housing provider, and whilst we cannot guarantee savings of this level it does demonstrate how our collaborative service and open, transparent and competitive tender process works to deliver the best possible results for our clients.”

**Phil Hayes**  
Managing Director - 2direct Ltd



“Marsh was pleased to be invited to tender for Trident’s insurances. The Trident team approached the exercise in a welcoming and open manner, sharing risk data and helping us to understand Trident’s insurance buying objectives. We learned about Trident’s role in helping disadvantaged communities and recognised early in the process the need to design specialist insurance cover aligned to Trident’s care activities - taking the opportunity to broaden cover and increase limits. We now look forward to maintaining this momentum with Trident, as we start to support their broader risk management agenda.”

**Ben Margetson**  
Public Entities Practice Leader - Marsh Limited