Trade Nation

CASE STUDY

Company name: Trade Nation | **Company size:** 100 – 200 employees | **Industry:** Fintech
Location(s): London, USA, South Africa, Australia, Bahamas

About:

Trade Nation are a global trading and spread betting platform.

The challenge:

With a presence in five countries, Trade Nation's insurance programme had become inflated and their international payments process had become complicated and time-consuming.

Our solution:

We consolidated their complex, multi-jurisdictional insurance policies into a single, cost-effective programme.

We also simplified their international payments process, delivering significant savings by driving down the overall FX pricing they were receiving and provided enhanced control.

As a value-add, employees now enjoy access to WillU World, our exclusive rewards platform.

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HOW WE HELPED

Commercial insurance

We consolidated multiple insurance policies across many jurisdictions, into an easy to manage, comprehensive and cost-effective policy.

Despite increases in inflation and costs we have always managed to keep the scheme on competitive terms and the most comprehensive and robust policy available.

WillU Wallet

Being a WillU client meant that Trade Nation have free access to WillU Wallet – a bespoke-built app that streamlines managing financial services and employee benefits.

Through WillU Wallet, the relevant teams can access crucial data, including insurance cover notes, protection policies and their FX account, all in one place.

The app also gives employees free access to WillU World, our employee rewards platform, that offers discounts and promotions from hundreds of leading brands.

FX

We ran a review of the management of their FX and established a significant saving as well as simplifying payment process.

Chosen team members can also access and manage their FX account and see their international payments on the WillU Wallet app.

"Partnering with WillU transformed how we manage our insurance and international payments. What used to be fragmented and time-consuming is now centralised, clear and efficient.

The support we have received from the WillU team has been exemplary and given us confidence that we have found the right partner for our financial services."

Director
Trade Nation

"Trade Nation's international footprint meant they needed a streamlined, scalable solution. By consolidating their commercial insurance and simplifying FX processes, we reduced costs and complexity. The WillU Wallet was pivotal in giving their teams real-time control and visibility - exactly what fast-moving businesses need."

Jack Lane-Matthews
Co-CEO, WillU