

# Press Release

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## **Trailight continues to win key customers with its Senior Managers and Certification Regime regulatory compliance solution**

Trailight continues to show fast growth with its IAR platform as the December deadline looms for the extension of the FCA Senior Managers and Certification Regime (SMCR) to all financial services regulated firms.

The first wave of firms to be covered by SMCR back in 2016 included banks, with dual regulated insurance companies following in 2018. Trailight's new customers include firms that are preparing themselves for the new deadline, as well as companies that are already part of the scheme but that are looking to upgrade their current approach and reduce time and cost through automation.

Over the summer months, Trailight added 10 new customers and their client list now includes five of the UK's largest insurers, six of the UK's best known asset managers, three of the top ten retail banks, and three wealth managers.

Key to their customer wins has been the fact that Trailight's IAR solution continues to be the only product in the marketplace to have been truly built from the ground up to specifically cater for SMCR. This means that the product is logical and easy to use, and that implementation can be completed from start to finish in just two weeks. With the December deadline fast approaching for 47,000 companies, this speed of implementation has been an essential requirement for many of our customers.

David McNair Scott, CEO of Trailight, said "It's wonderful to see our vision turning into reality with customers buying from across the industry".

For further information including whitepapers, case studies and a product overview, please visit us at [www.trailight.co.uk](http://www.trailight.co.uk) or contact us at [sales@trailight.co.uk](mailto:sales@trailight.co.uk)

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## **About Trailight**

Trailight is a leading software provider that has been dedicated to solving regulatory challenges surrounding accountability and people risk for Financial Services for the last 25 years. We have built flexible workflow capability within best practice frameworks with the goal of enabling customers to meet the required regulatory outcomes by making accountability, risk mitigation, competence and conduct transparent for both internal and external stakeholders.