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‘This is an exciting time for GlobalX and we are delighted to be working with Land Data and the NLIS team in delivering official search products to the UK information service market.’
Cameron Beavis, Managing Director, GlobalX.



Add a new dimension to your business

Every professional services business needs to increase sales. It may be that you want to attract new customers or provide additional value to existing customers.

You may already be working successfully in a conveyancing searches business and need to differentiate your offer from the competition, or perhaps you are a data provider looking to break in to the conveyancing searches market. Rather than standing still, you need to move forward when engaging with current and potential customers.

Taking an NLIS Channel license will give you the differentiator you need, an edge, the freedom to create a unique electronic offering or comprehensive range of products, products that the conveyancing searches market need.

By becoming an NLIS Channel licensee you will be buying into far more than a conveyancing services delivery mechanism. You will be accessing authoritative search products which you can package and present with data from other providers such as utilities and specialist report providers.

An NLIS Channel license enables you to:

- create customised services specifically tailored for your customers
- provide competitively priced authoritative data
- add and develop value added services such as search tracking, billing, payment and case management integration
- establish credibility through association with recognised and trusted data providers
- partner with the only regulated data hub in the market
- access a tried and tested, robust and compliant IT infrastructure
- be part of a data hub renowned for providing the highest standards of property search accessibility and access to the conveyancing market
- create favourable payment terms for your customer base.

‘SearchFlow has led the charge on delivering fast, effective electronic information transfer with Local Authorities for over a decade and was at the heart of the NLIS Channel programme from the start. As market leader for property searches in England and Wales, we are passionate about our role now and in the future to transform the way electronic conveyancing information is managed and delivered.’
Andrew Lloyd, Managing Director, MDA SearchFlow.



SearchFlow
An MDA Business

Work with the market leader

Since it went live in 2001 the NLIS Hub has processed over 18 million searches (February 2010) for the home buying public.

The NLIS Hub provides a single point of electronic access to official sources of land and property information across the whole of England and Wales. This information is held by a number of different data providers, including every local authority, Land Registry, the Coal Authority and several water companies.

Significant financial investment is made in the NLIS Hub's infrastructure and IT systems in

order to ensure complete security, speed and reliability. As a result the NLIS Hub provides the highest standards of property search accessibility and access to the conveyancing market.

Recognising the value of data held by local authorities, NLIS is ideally placed to develop new products and services to the property information market.

The only regulated data hub in the market

Regulated by Land Data, the NLIS Hub is the only regulated data hub in the market.

Part of Land Data's role is to ensure that the NLIS partners provide all stakeholders and customers with the highest standards of service at all times. As a Community Interest Company, Land Data was established to serve the interests of the general public by making authoritative property search information increasingly accessible to all, whilst at the same time improving the home buying and selling process. By working with both public and private partners,

Land Data has continually improved access to authoritative land and property information. The Land Data team brings value to NLIS through an extremely effective stakeholder engagement and management programme. Lobbying, researching and identifying new products, liaising with local authorities, central government and external stakeholders, as well as developing standards and quality kite marks are all part of Land Data's remit.

How NLIS works

In simplified terms, currently the subscriber (a solicitor or conveyancer) logs on to their preferred licensed NLIS Channel, identifies the land or property in question and the required searches, then forwards the order to the NLIS Hub which manages the central technical and nationwide communications infrastructure.

The order is then forwarded to the relevant data provider(s). Current licensed NLIS Channels have made their own connections to a selection of specialist data providers enabling them to provide valuable add-on services to their customer base.

Once the search request by the data provider(s) has been completed, the NLIS Hub returns the search reply to the originating NLIS Channel, who in turn sends it back to the subscriber.

The NLIS infrastructure was set up to connect over 400 data providers through a common gateway, managing the charging, payments, billing and reconciliation process.

Currently, once a subscriber has made a search request, the licensed NLIS Channel forwards a payment instruction with the order to the NLIS Hub, which in turn forwards the search request/s with immediate payment/s on to the relevant data provider/s. The NLIS Hub charges on a per transaction basis, minimising investment and operational costs for the NLIS Channels. At the end of each working day, payment for any searches ordered less any cancelled / rejected searches is requested by Direct Debit and a self billed invoice is emailed to an NLIS Channel with the details of the payment request. For new NLIS Channels this is a very cost effective way to provide a streamlined operational solution for connecting with data providers.



'We see Thames Water and NLIS as a perfect partnership and one that will seriously enhance our reputation for quality and marks us as a significant and long-term player in the provision of all property searches.' *Jason McKinley, Head of Thames Water Property Insight.*

Technical and commercial arrangements

The commercial arrangements for obtaining an NLIS Channel license are simple and are designed to provide low cost entry.

An NLIS licence can be yours for just £35,000 (maximum possible license term is 9 years), with no recurring annual payments.

NLIS has a reputation for robustness, reliability and customer support and also for providing an innovative, modern, e-approach to service delivery.

Every NLIS Channel applicant must satisfy Land Data that it can ensure the technical and operational security, capacity, resilience and integrity of the NLIS infrastructure, as well as its suitability as a basis for a modern land and property information service.

Registering your interest

To ensure you don't miss out on this exciting opportunity and to find out more, register your interest from 15 March 2010 at www.land-data.org.uk

Land Data regulates NLIS under an agreement made in 1999 with local government to fulfil objective 43 of the Modernising Government Action Plan and carries the sole mandate for NLIS commercialisation. IDeA established Land Data to serve the interests of the general public by making authoritative property search information accessible to all, whilst at the same time improving the home buying and selling process. We fulfil this remit by promoting official electronically sourced land and property searches via NLIS, throughout England and Wales.

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