



WillU Financial Group work with Momenta Group to stay at the forefront of their industry

WillU Financial Group collaborate with Momenta Group to stay at the forefront of their industry.

Momenta Group are a global organisation who provide professional contingent resources and services operating in the Financial Services, Legal, Technology, Training and Development sectors with an average turnover of £120 million.

In 2017, WillU FX was selected by Momenta Group to provide foreign exchange services for the growing business internationally, after an extensive market review and selection process.

Momenta Group had huge plans to expand in Australia, India and the USA. Therefore, the group needed to ensure the business was making overseas payments in the most efficient and cost-effective way.

After many successful months working together, Momenta Group then appointed WillU Life to provide the group with their corporate private medical insurance (PMI). Momenta Group were keen to focus on the group's mental and physical wellbeing, so WillU Life adapted their policy accordingly to ensure the company's objectives were met.



Initially, WillU FX had to analyse the current strategy Momenta Group had in place.

WillU FX had to identify the issues and ways they could rectify these to ensure they were avoided in the future. With new offices opening globally at a rapid pace, it was important that funds reached these destinations in the safest, quickest and most cost-effective way.



Momenta Group's previous provider typically took 2 - 3 days for funds to arrive in Australia. With their new platform-based solution, funds can now arrive within 24hrs at their global offices. This was extremely important to the group to enable them to operate capital quickly.



The security of the group's funds and the method in which the funds travelled to their global offices was of utmost importance. The platform notifies you upon receipt of funds into each client segregated bank account and also advises you when the end beneficiary has received the funds, this was imperative. Momenta Group also took great comfort in knowing that the platform are FCA regulated and funds were sent by a leading UK bank.



WillU FX promptly made two changes to reduce the cost for Momenta Group. On the spot transaction costs (including the spread and any additional bank charges). Secondly the timing of the transactions, when the exchange rate was in favour of the client to ensure they could offer a forward contract and be able to lock in a favourable exchange rate. To date, Momenta Group has achieved 2% - 8% savings on transactions.



WillU FX stay in constant contact with Momenta Group to discuss where the relevant exchange rates are trading and to discuss future geopolitical events that could affect these. In the current economic environment where there can be major swings weekly with major currency pairs, constant contact with the client is vital.

Our clients say

“

Since we have been working with Craig at WillU FX, we have seen a huge saving in the fees and exchange rates we now receive.

Regular contact with the team helps us make prompt decisions on transactions.

Most importantly for us is that the funds arrive with our global offices within 24hrs.

HELEN LUND
HEAD OF FINANCE OPS

“

Working with Helen and John to provide the best solution for Momenta Group has been a real pleasure.

Being able to find the problems that the business faced and implement a strategy has been extremely satisfying and rewarding.

We needed to work collaboratively as the group was expanding so vastly. We were required to implement the changes and the new strategy as promptly as possible.

CRAIG COPELAND
DIRECTOR WILLU FX





WillU Life had to review the current PMI policy Momenta Group had in place, to identify what was required moving forward.

We had to offer the employees something new and exciting, with great benefits. We needed to make the claims process more client friendly whilst also ensuring that Momenta Group didn't incur any further outgoings.



Momenta Group were focused on providing their employees a level of support for mental health; with one in four people affected by a mental health condition every year (Mind, 2019). Our mental health support spans preventative measures and early intervention treatment, to optional comprehensive treatment for more serious conditions. This cover includes access to CBT and counselling within the Talking Therapies network.



WillU Life needed to give something to the employees in addition to the benefits of PMI to help them become more active and engaged.

Our policies offer a number of rewards and partners, some of which are included as standard and some that are earned by being active. These include; 50% off selected gym memberships, complimentary cinema tickets, discounted running trainers, a discount at Waitrose on their Healthy Food range, complimentary coffee, Amazon Prime, discounts at Expedia & Virgin Atlantic plus lots more. Above that, WillU Life carried out weekly private yoga classes for the Momenta Group team and gave them access to the 'WillU have Enahgy Running Club'.



The Momenta Group gained huge tangible savings by unlocking free money switching policies and creating at least 10% savings whilst their employees enjoy additional benefits.



Our clients say

“

Since working with WillU Life we have been able to offer our employees a number of tangible benefits as well as saving the Momenta Group a significant outgoing.

WillU Life have made the process of switching policies seamless, always able to offer answers to any queries quickly and efficiently.

CATH DAVIS
GLOBAL HEAD OF HR

“

It has been a pleasure working with Momenta Group and introducing them to our WillU Wellness.

We have been practising yoga together weekly, with classes for all employees - even during lockdown on Zoom! Everyone attending has really enjoyed the classes and wellness programme.

TILLIE WILSON
HEAD OF CORPORATE WELLNESS

“

The Momenta Group project has been an ideal customer profile to demonstrate the full scope and capability of the WillU Financial Group.

Initially, the project required WillU FX for foreign exchange but quickly led to the collaboration with WillU Life for the Corporate PMI policy. We are delighted to have helped provide the employee's new partnerships and rewards they can really benefit from whilst also being cost effective.

CRAIG COPELAND
DIRECTOR WILLU FG

