



COMPARISON AND CONNECTION PLAYER EYES OVERSEAS EXPANSION

Since graduating from Melbourne's RMIT University with a master's degree in electronics engineering, Neil Saligrama has attained deep experience in utility comparison and connection services, particularly in the energy and telecommunications sectors.

In 2016, Saligrama funnelled that experience into the formation of Residential Connections, trading as Compare and Connect.

That year, Domain Group, then owned by Fairfax Media and now an ASX-listed company 59 per cent-owned by Nine, acquired a 50 per cent stake in Residential Connections. In 2019, Saligrama acquired Domain's stake with plans to expand the business into international markets.

Saligrama describes Compare and Connect as a "one-stop shop for all utility needs". It enables comparison and connection services across a range of segments including

electricity, gas, water, telephone, broadband and pay TV.

"Compare and Connect provides end-to-end technology solutions with a strong focus on customer savings and customer experience," he says.

Apart from the technology that underpins the Compare and Connect platform, Saligrama says the company's Melbourne call centre has been critical to its success.

"We look for people who are looking for a long-term career. We provide a rigorous training program and we enjoy a very high retention rate," he says.

"That's partly because of a great culture but also because our staff can see a big future for the business and they're very excited about being part of that."

Compare and Connect has also established strong ties with real estate agents as a white-label platform that enables agents to offer comparison and connection services to their customers.

Founder Neil Saligrama says a great culture underpins the success of Compare and Connect.

"Whether renting or buying property, the platform enables real estate agencies to monetise their customers' journeys," Saligrama says.

Compare and Connect is also targeting mortgage brokers with its white-label offering.

Saligrama is bullish about Compare and Connect's future.

"With a strong management team, dedicated customer service staff and an agile working environment, we anticipate building even stronger relationships with retailers and suppliers," he says.

"We also look forward to building our brand recognition in the comparison and connection market, which may include expansion into overseas markets."

Saligrama foreshadows a new round of investment in technology development and flags the possibility of acquisitions.

"We hope to make an announcement in the next six months," he adds.



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