

Ruschlikon Newsletter – Q4 2014

Dear Reader,

We hope that you enjoy reading our 2nd Ruschlikon Newsletter. Our goal is to keep you informed about the global Ruschlikon activities, so we've highlighted what is happening around the world.

If you haven't already, be sure to join the now global Ruschlikon group on LinkedIn.

Got something interesting to share with the group? Let us know and drop us an email.

From all of us, we wish you and your loved ones relaxing and joyous holidays, and a "good jump" into the New Year!

Kind regards,

Your Ruschlikon Marketing Group & ACORD Team

Joshua Adams – Aon
Mel Harding - ACORD UK
Puneet Bharal - ACORD AP
Phil Brown - ACORD BIG, Lite
Julie Gooch – Willis

Heather Griffiths (Chair) – XL
Jürgen Heck – SCOR
Danny Hickey – Guy Carp
Matthias Kugler – Munich Re
Maggy Leon - ACORD NA, Bermuda

Tim Pledger – Lloyd's
Shawn Sylvester – Swiss Re
Lindsay Wälder - ACORD SC, Marketing
Janet Wilsher - ACE



Announcements:

Ruschlikon implementers were honored at this year's ACORD Implementation Forum. Click [here](#) to read the full details and check out the picture of some of the winners!

Insurance Day recently named the top 50 influencers in insurance and reinsurance. Régis Delayat, Ruschlikon Chairman, was named as one of the top influencers, driven by his role within Ruschlikon. Régis commented in the article, *"With the major players committing to e-administration on a global scale, conditions for success are optimal, and by the end of 2016, Ruschlikon will reach the volume of electronic exchanges it needs to bring the insurance, coinsurance and reinsurance market into a new era of heightened efficiency."* See the whole list of 50 people [here](#) and read more about Régis' Ruschlikon profile [here](#).

After the successful launch of Ruschlikon into Asia, Peter Mungeam will now focusing his attention on his clients in Asia and in particular Japan, and will be stepping down in his role as Chair of the Ruschlikon Asia-Pacific Group and member of the Steering Committee. Peter has been instrumental in the success of Ruschlikon in Asia and will no doubt be continuing to support ACORD and Ruschlikon from a business perspective, which we are very grateful for. Thank you and all the best, Peter!

New Ruschlikon Joiners:

We are pleased to welcome the following people to the various Ruschlikon bodies:

Ruschlikon Steering Committee: John Canavan (Guy Carpenter)

Ruschlikon Marketing Group: Tim Pledger (Lloyd's)

Ruschlikon BIG: Gary Withers (ACE), Tim Pledger (Lloyd's), Noreen Sharkey (Munich Re America)

Ruschlikon Steering Committee:

The Steering Committee held a face-to-face meeting at the ACORD Implementation Forum on October 28th. It was the first "General Assembly", where all members of regional implementation groups were welcome to join. Members from North America, U.K., and Bermuda, in addition to Steering Committee members, took part in the meeting.

The Committee is working on increasing the Ruschlikon community traffic and community, refining the business cases for each category of player (through generating key indicators beyond message volumes and specific benefit realizations), reinforcing cooperation with vendors, and reviewing the opportunity of introducing new messages. The Steering Committee will be releasing a large press release in January across a variety of communication channels, so stay tuned!

Ruschlikon Marketing Group

The Ruschlikon Marketing Group in Q3 has been focusing on updating the materials that all Ruschlikon participants can use for presentations and provide to potential partners. Click [here](#) to get the latest Marketing deck. A new flyer will also be provided in January on www.ruschlikon.com focusing on the main Ruschlikon principles, setup and business benefits.

The Marketing Group is building a Volunteer Group, where highly motivated employees who are just learning about the Ruschlikon world can participate in projects. No specific marketing skills are needed, but if you (or someone you know) is particularly good in social media, research, and has a global outlook, please let us know. In particular, we're looking for people based out of North America and Bermuda, but we welcome all participants. This is an excellent opportunity to meet interesting people, learn more about Ruschlikon, and get great exposure by supporting the Ruschlikon Marketing Group in promoting implementations and the Ruschlikon brand.

Ruschlikon Business Implementation Group (BIG)

BIG has been very active during 2014. Three face to face meetings have been held: in Hannover, London and Fort Lauderdale (in conjunction with the ACORD Implementation Forum event). In addition, monthly conference calls have been held to address ongoing issues quickly. Key achievements have been: to set in place the process for determining and adopting new versions of the EBOT/ECOT standards; to address and resolve all urgent issues arising; and a detailed review of EBOT/ECOT in October 2014 to remove optional items in order to create higher automation and avoid divergent implementations. A similar level of activity is expected in 2015, with the first face to face meeting already being planned for February in Munich.

Ruschlikon UK Implementation Group

The UK group continues to develop new live partnerships, bringing the tally to 60 with 4 more hoping to complete before year end. There were 22 new partnerships this year against a target of 20. Meetings are in place for 2015 with January kicking off the 2015 goals and the group looking to expand their implementations globally. The group is looking into the retail business and a best practice approach to present to BIG in 2015 but noted that brokers currently had different approaches to booking retail business, so that even if a preferred approach was agreed it could take a while to transition.

Ruschlikon North America Implementation Group

There are 12 reinsurers, two brokers, and two cedents live in North America. Three new brokers are planning implementations in 2015. The main focus of this group has been implementing ACORD EBOT, ECOT, Cedent Bordereau, and Ruschlikon Best Practices. The members of the RNA Steering Committee has been continuously expanding their own implementations and tirelessly working on the advocacy front by sponsoring meetings and participating in industry forums, they plan to increase this work next year. The group anticipates a consistent growth in implementations as well as looking into the use of a standardized post-placement process.

Ruschlikon Bermuda Implementation Group

The carrier implementations in the Bermuda market have advanced rapidly this year - there are nine carriers live with three brokers, and two more carriers are in the planning stage. Although the group will continue to foster more carrier implementations during 2015, it will also focus on engaging more brokers.

Ruschlikon Asia Pacific Implementation Group

Willis and XL Insurance are now transacting ACORD back office messages in Singapore. This is particularly noteworthy for a number of reasons because it:

- relates to UK and domestic Singaporean business
- brings added volume through another major global broker, which strengthens the argument for carriers to implement EBOT and ECOT in Asia-Pacific
- reinforces that EBOT and ECOT are suited to reinsurance and insurance business in this region

The ACORD Forum Asia returns to The Fullerton Hotel on 10-11 March 2015. The event is co-located with the Celent Model Insurer Asia Awards and takes on a more interactive format, with a strong focus on local issues and trends in the insurance industry, which may be of interest to Ruschlikon participants. Simon Squires, Chair of the Ruschlikon UK Group, will be presenting a case study that will focus on delivering operational efficiency, improved client service, and the capability to enable Straight Through Processing using the Ruschlikon initiative (powered by ACORD). To find out more about the event, or to register to attend, please visit www.acord.org/afa.

Ruschlikon Lite

On the successful conclusion of the Lite pilot at the end of February 2014, the service was formally adopted by Ruschlikon and opened up to a multi-vendor environment. Since then, Lite Reinsurers have been considering to bring further cedents and reinsurers of major insurance groups on board, and are now well advanced in working with AXA, where going live is being prepared these days. Next will be MAPFRE RE, the reinsurer of the MAPFRE Group. Here the aim is to test Ruschlikon Lite with Swiss Re and SCOR in early 2015, and go live around March 2015; following steps include Lite traffic with Munich Re, and a stage-wise enhancement towards Ruschlikon Full. Overall it is expected that further cedents will be approached during 2015.

Contact Information:

Ruschlikon Steering Committee

Chair: Régis Delayat - rdelayat@scor.com

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ACORD: Mel Harding - mharding@acord.org

Ruschlikon North America Implementation Group:

Chairs: Tom Neff - thomas.neff@aonbenfield.com and
Shawn Sylvester - shawn_sylvester@swissre.com
ACORD: Maggy Leon - mleon@acord.org

Ruschlikon Bermuda Implementation Group:

Chair: Trina-Lane Pearce - Trina-lane.Pearce@catlin.com
ACORD: Maggy Leon - mleon@acord.org

Ruschlikon Asia Pacific Implementation Group:

Chair: New Chair to be elected Q1 2015
ACORD: Puneet Bharal - pbharal@acord.org

Ruschlikon Lite:

Reinsurer Coordinator: Juergen Heck - JHECK-EXTERNAL@scor.com
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