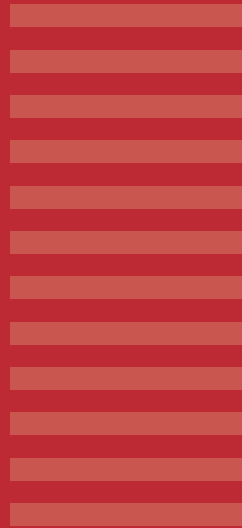


**The Market Reform Contract is a cornerstone of the London Market placing reforms. According to the Market Reforms Office**

'The introduction of a placing standard - initially LMP and now MRC - has delivered value to the London Market by providing a standard form of submissions. It offers a clear structure and means that brokers present contracts in a consistent manner. This in turn adds clarity to the broker/ underwriter discussion and thus enhances the efficiency of the placing process. The MRC has also delivered other advantages - most notably ensuring the content was aligned with the needs of contract certainty.'



# The Market Reform Contract & ITP



# Creating the MRC with ITP

Given its central role in the Placing process, it is vital that the MRC can be produced in the most efficient manner possible. Anything less may hinder the placing broker in getting to market and in presenting the contract in accordance with the required standards. When considering the MRC from a document production perspective, two distinct 'lifecycle' stages must be considered. The definition stage and the execution stage. Each stage having its own specific and very different needs.

## 1.

### Definition

The definition stage involves defining a 'typical contract' covering a specific line-of-business or similar lines-of-business. The purpose of which, is to act as a 'starter-for-ten' or base 'template' for a broker with a specific risk to place. A 'library' of such templates is required to cover all lines-of-business handled by the wider broking organisation. To be effective, the 'template' definition process requires that:

- The MRC structure should be clearly and directly represented (Fig.1)
- Reusable content items can be associated at the appropriate level within the MRC structure (Fig.2)
- Conditional rules can be defined to automate the selection of content where possible (Fig.3)
- Conditional rules can be defined enabling the optional selection of content by the end-user where required
- Validation rules can be defined to ensure that data entered by the end-user is appropriate

The above should support the implementation of Contract Certainty and other regulatory compliance rules, wherever possible.

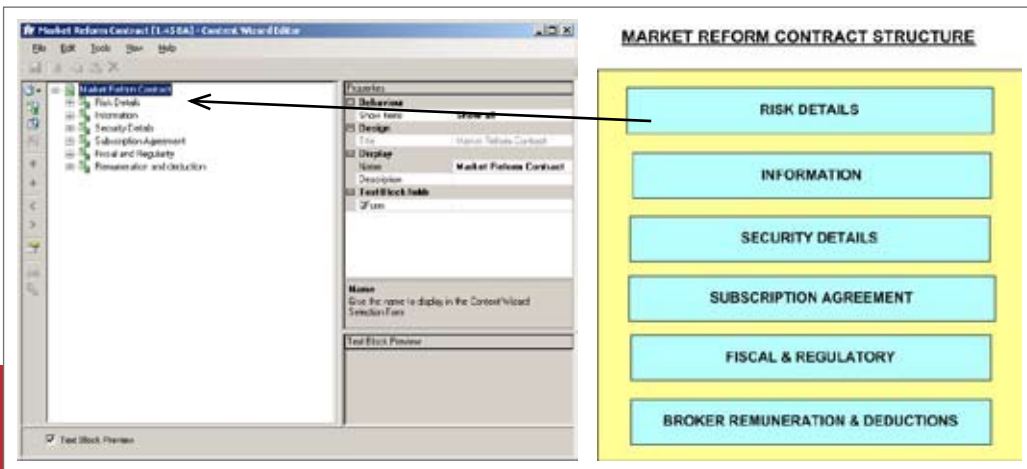


Fig. 1 ITP/Content Wizard - Map the MRC Document Structure to major document sections

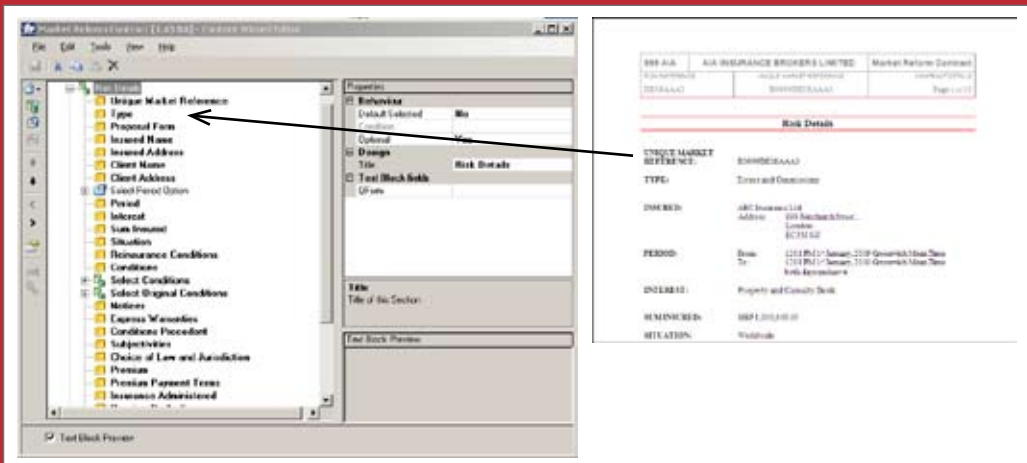


Fig. 2 Include and sequence individual (reusable) items to create the required MRC content

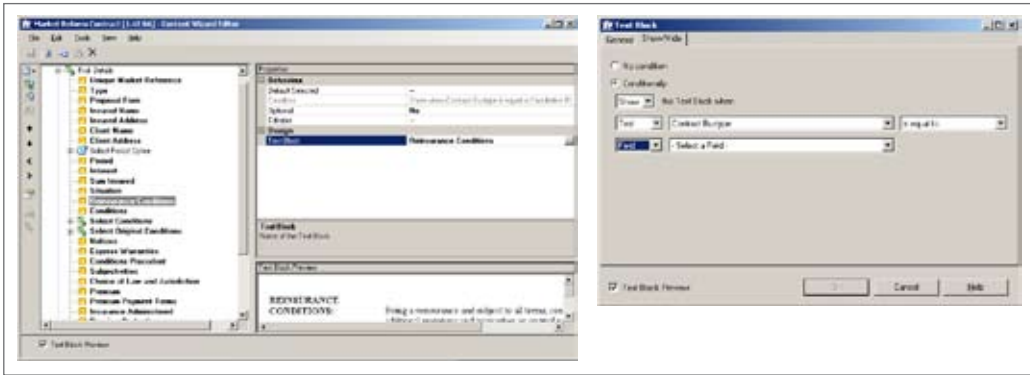


Fig. 3 Show/hide conditions, Default settings etc.

## 2. Execution

The execution stage occurs when the placing process is initiated and usually involves selecting the appropriate contract 'template', which is then 'completed' by the placing broker. Other options at this stage may be to base this case on a previous similar example or a renewing case and make the necessary changes to those. To be effective, the execution process should ensure that:

- The MRC structure should be clearly represented to the end-user
- Mandatory content is automatically included
- Optional content can be selected /de-selected (Fig.4)
- Content can be edited as permitted
- Application sourced data can be reviewed and amended (if appropriate system controls are in place) (Fig.5)
- Document specific data can be captured and validated
- Document specific data can be reused on a subsequent occasion
- Final documents can be produced and distributed as required (Fig. 6)

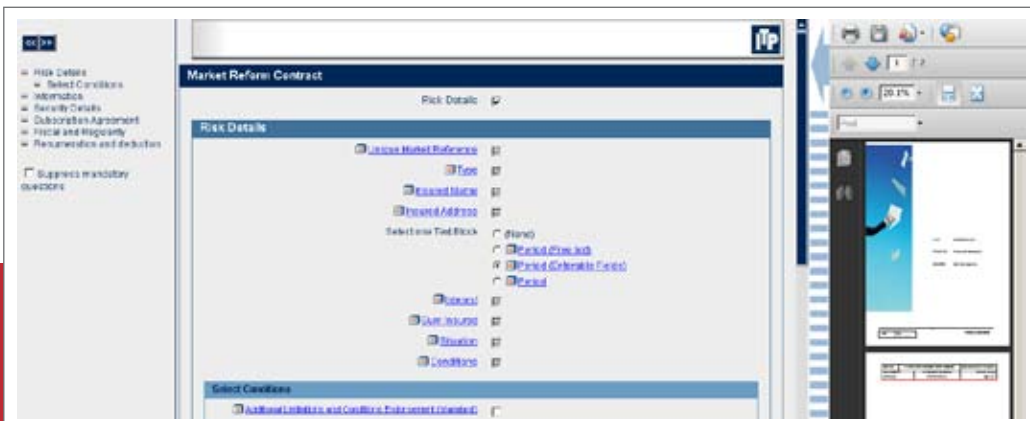


Fig. 4 Mandatory content is shown in this case, this can be suppressed if required

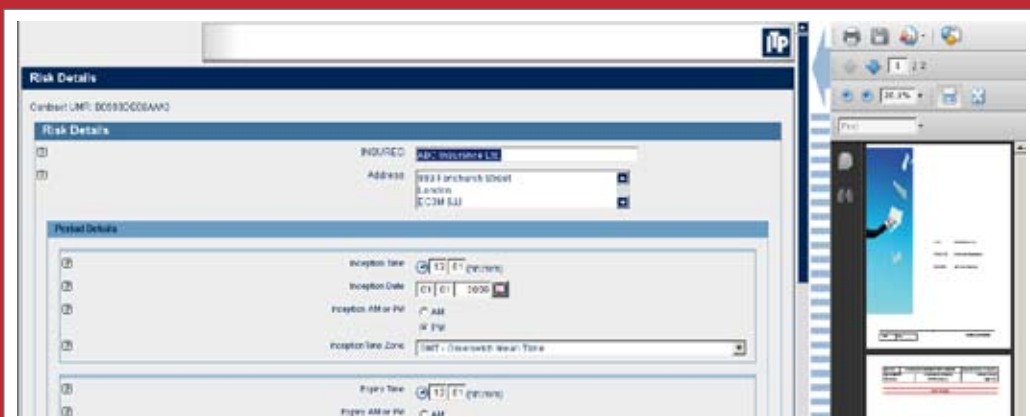


Fig. 5 Data from the broking system can be displayed and amended if permitted. (provided that appropriate system controls are in place)

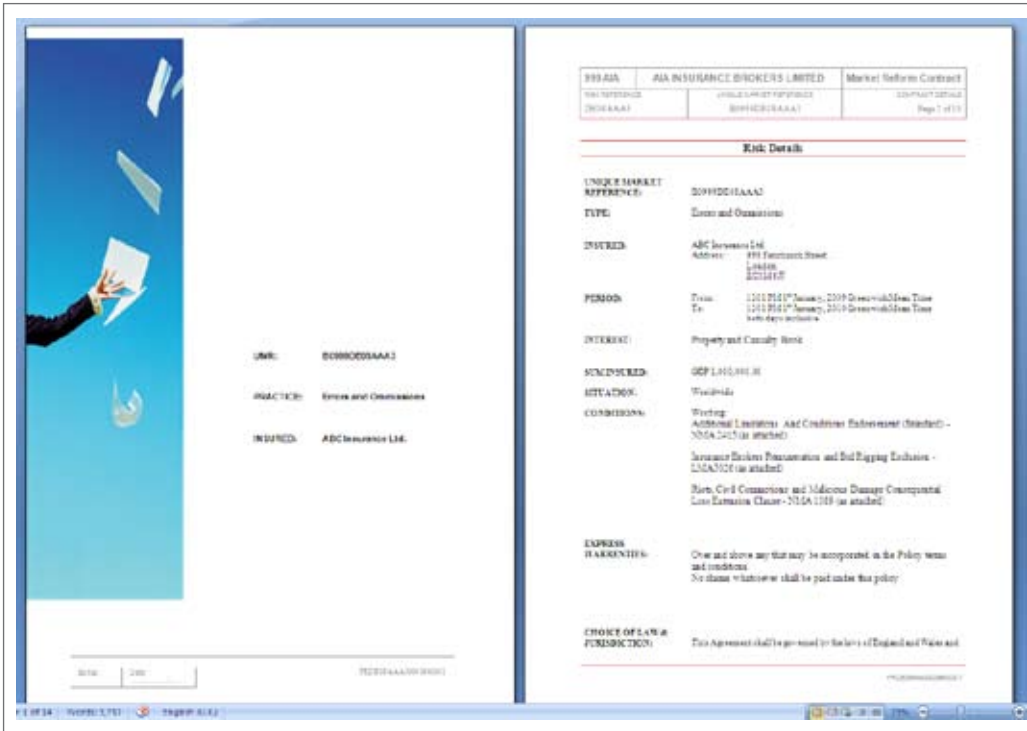


Fig. 6  
Result document shown,  
this can be amended  
if permitted, before  
further processing

### ITP document composition solutions

ITP can produce any insurance document and can be readily and seamlessly interfaced with insurance applications and other essential data orientated systems.

*Aia Software is part of the London Market Network – a group of Microsoft Gold Certified Partners that work together to serve customers in the London Insurance Market.*



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