



Date: 10/03/2021

Attendees: 2 x Broker, 2 x Coverholders and 7 x Managing Agents

1. Meeting Notes:

1.1. Meeting discussion – End to End Vision Playback:

Onboarding:

- Digital onboarding is a great idea. Data in one place makes trading and analysis easier.
- Standard due diligence is important, if onboarding includes the front end legal that's beneficial.
- Standardised questions set for the market concept are supported by the group.

Collaboration:

- Tripartite type process can be faster in a digital way, it creates a vehicle for that.
- Need to agree on the front end language and legal part, those discussions are very difficult to CH – it goes through a long chain. It can be avoided if a formal way of interaction will be in place at the beginning (CH1)
- For instance the current LMA template doesn't match OBS, therefore lots of amendments back and forth.
- Create an entity specific template that can be used each time.
- Using a digital solution would cost less than the current model.
- One and done feels too restricted. Current wording doesn't allow flexibility.
- Interactive, data share and contract builder is a good idea.

Binding and Placing:

- Visibility for document history is a good point.
- Some markets are better than others, quality is important. Not always duplicated information, sometimes the follows just want to come up with some sort of check, to show it to the regulator. (MA1)
- The ability for Follow to see the Lead analytics would remove the duplicated information request.
- This project interconnectivity is important with DDM, Blueprint 2 (MA4)



- Follows still need to confirm that they agree with Lead analytics and do some of their own checks.
- Cultural changes needed to accept the follow-lead concept and ability to challenge.
- Focus should be on underwriting quality and better products, taking away the compliance will hopefully help to achieve that.
- Directing Follows is a good idea. Follow market panicked the lead market maybe with those questions, then the Follows can go to MA/Brokers with those questions. (CH1)

Oversight:

- Realistic output of what this project is trying to achieve? Commercially how can this work as a model? (MA3)
- Concept reply to IUA and others for buy in (MA6)
- The difference between Blueprint 2 and Dare project is that there is a unified workflow concept that ties silos together. (MA3)
- Consider the level of data maturity for individual firms will need – data in standards format is difficult. (MA3)
- This needs to be supported with tooling, not just with accessible data. (MA3)
- Need to be careful to make the process too streamlined and slick will reduce the number of customers. (MA1)
- SME suggested to put in focus the fit size and straight through processing, end to end ANS. (MA3)

Workshop insights:

- The group was very interested about the new concept and model. We didn't get a chance to touch on Claims, as we ran out of time. Ultimately they were very supportive of the new vision, but they pointed it out that it has to be replied to by key participants on the market to get the buy in and invest into the implementation stage.