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Previous LMA Bulletins on this subject: [LMA07-014-RCG of 28 February 2007](#)
[LMA07-028-RCG of 18 April 2007](#)

Subject:

Electronic Support for the Placing Process
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We attach some of the slides from yesterday's presentation in the Old Library attended by over one hundred people.

Some of the key messages emerging from this presentation were:

Peter Dobbs, Executive Director at Aon, described how electronic trading systems can provide greater access to underwriters for brokers as business moves to an 'any time, any place, anywhere' basis.

Kathy Lisson, Chief Operating Officer at Brit, recognised that there is a choice of solutions for businesses wishing to trade electronically but that a single set of data standards ensures those businesses' systems, whether in-house or from third-party suppliers, can talk to each other in the same language.

James Day, a leading reinsurance underwriter with Brit, talked about his experience of handling recent Japanese renewals electronically and how this largely left the actual underwriting process unaltered.

Katie Wade of Ace provided a review of the selection of electronic trading by Lloyd's China describing how this has achieved the secure and auditable transaction of business between geographically diverse partners.

The slides are available here: [Set 1](#): Peter Dobbs / Kathy Lisson / James Day
[Set 2](#): Katie Wade

To discuss this subject in more detail, contact Rob Gillies at the LMA on 020 7327 8377 or at robert.gillies@lmalloyds.com.

Yours sincerely



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