



London Market Network

"The whole is greater than the sum of the parts"

Integrating solutions

The London Market is undergoing unprecedented change. Companies are grappling with process modernisation and legislation against a background of pricing challenges and globalisation of the insurance market

Microsoft has been working closely, since spring 2007, with six partners to create an insurance network with the aim of reducing the integration costs associated with deploying their technology solutions. The companies involved were selected for providing strong solutions in individual areas of the London Market.

The partners recognised that by joining the solutions together through open technical standards we could solve end to end business issues. Clients spend time and money integrating solutions together, this creates complexity and costs. By linking these core solutions together it reduces the risk profile and increases the speed to market for clients.

Introducing the founder members

The partners and founder members of the London Market Network represent some of the main technical areas utilised within the London Market including; Collaboration, CRM, Workflow, Records Management, Risk management and spreadsheet compliance, Business Performance Management, Underwriting and broking applications.



Ciber are a leading Microsoft system integration partner focusing on SharePoint, MS-CRM, BizTalk, Microsoft Dynamics accountancy packages and K2 Blackpearl with European headquarters in London. Ciber have experience in the creation of solutions tailored to meet the needs of the London Market, including broker management and document management solutions.

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Spreadsheet Workbench from **Finsbury Solutions** is a leading spreadsheet management and compliance solution. It helps financial organisations address the issues of risk, audit, version control and compliance that are inherent with the use of business critical spreadsheet applications. Finsbury Solutions is based in London with offices in New York.

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K2 provides the platform for a new generation of users to collaboratively assemble dynamic business applications from reusable items. K2-based solutions are deployed by a growing number of the global Fortune 100, and since the release of its first software in 2000, K2 has helped clients in more than 40 countries increase profitability and productivity.

K2 is a business unit of SourceCode Technology Holdings, Inc., based in Redmond, Washington, and has offices in London and around the World.

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Meridio manage the lifecycle of documents and records by applying security and retention policies and then enabling their archive and retrieval. Meridio 5.0 integrates to Office 2007 and SharePoint 2007 to enable policies to be applied without changing the user interaction.

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MOORE STEPHENS



Moore Stephens Consulting brings together significant business acumen, extensive insurance experience and world class technology skills to deliver Enterprise Business Intelligence and Performance Management solutions tailored to the insurance industry. Clients can manage, plan, understand and leverage business performance better through accurate, timely information. Our bIntelligent for insurance solution suite enables clients to; monitor corporate goals through dashboards and scorecards, mitigate business risk through KRI/KPI alerts and make decisions faster through predictive analytics and real time reporting. Our track record speaks for itself, we have consistently delivered world - class solutions for all areas of the insurance industry including brokers, global general insurers, Lloyd's syndicates, and re-insurers.

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Founded in 1993 and headquartered in the City of London, **Sequel Business Solutions Ltd** are the insurance and reinsurance software specialists.

Sequel's products - Eclipse Underwriting, Eclipse Broking and Eclipse Annual Accounting - have been designed by insurance experts in partnership with underwriters and brokers. By combining process efficiencies with innovative analysis and reporting capabilities, Sequel's products give customers control over their business information so they can make decisions quickly and with confidence, as well as taking market and regulatory changes in their stride.

Sequel's products are designed to easily integrate with third party systems enabling customers to have a comprehensive, holistic view of their business. Sequel is known for its track record for delivering on time and on budget.

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Microsoft®

Founded in 1975, **Microsoft** is the worldwide leader in software, services and solutions that help people and businesses realize their full potential.

Microsoft provide a development platform for customers and partners to build solutions on the core infrastructure platform of Windows Server and the .NET framework, SQL Server and SharePoint Server.

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<http://www.microsoft.com/insurance>