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CLIEDIS, the Canadian Life Insurance Electronic Data Interchange Standards Association (www.cliedis.ca) coordinates Canadian interests in the development of public electronic data interchange standards. CLIEDIS is the Canadian Regional Management Association for the Association for Cooperative Operations Research and Development (ACORD - www.acord.org), the insurance industry's non-profit standards developer that maintains the XML for Life and OLife international electronic commerce standards. In this role, CLIEDIS is responsible for assuring future development of these standards meet the requirements of Canadian members.

CLIEDIS provides a forum for members to exchange ideas and concerns pertaining to the development and maintenance of Canadian standards. CLIEDIS is able to align Canadian industry requirements so that a stronger message is presented at international standards meetings.

CLIEDIS is not-for-profit and funded solely by its members.

2002 Executive

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Message from the Chair

In the past twelve months, CLIEDIS has completed its transitional mandate. CLIEDIS, historically a promoter of the ANSI/EDIFACT EDI standards, is now focused exclusively on the advocacy and development of the ACORD XML for Life standard in Canada. At the same time, the Canadian Life Insurance industry, driven to cut costs and to improve information data flows, has begun to make use of these standards. Carriers, distributors and suppliers are partnering to look for improved ways to conduct business and to develop end-to-end electronic solutions. The vision has become a reality.

During 2002, CLIEDIS continued to focus on its 3 key imperatives – implementation support, training, and advocacy.

An active Standards Review Committee - With the establishment of the Standards Review Committee (SRC), we now have the organization and people in place to prioritize Canadian standards efforts and to ensure that the ACORD standards meet the needs of the Canadian Life Insurance industry. Since its inaugural meeting in April 2002, the SRC has met monthly to review and critique maintenance requests (MR's) on existing ACORD standards, has shared information and a variety of industry activities and has championed new activities supporting commission standards. In 2003, the SRC will look at developing automated tools to support the development and implementation of the standards. The hard work has begun!

Training remains a key function – As perhaps a sign of the widespread acceptance of XML, no generic XML training courses were required. However, two training sessions on the ACORD XML Life Data Model, were well attended. We received very positive feedback from those sessions as well as a number of requests to continue hosting them.

Partnering with the Industry – Life Company Central (LCC), is an association of life insurance companies formed to study the feasibility of developing an electronic interface between Life companies, distributors, and suppliers to streamline information flows. LCC has mandated that they will adopt the ACORD XML life standards. CLIEDIS and the LCC have been working together to ensure that they capitalize on the obvious synergies between the two groups. While the go-ahead on the LCC has yet to be confirmed, there is no doubt that this relationship has introduced CLIEDIS and the importance of ACORD standards to many new participants in the industry.

A Renewed Relationship with ACORD - We look forward to next year, to build on the success of 2002. One change for 2003 will be a new relationship with ACORD. CLIEDIS has been reclassified from a Regional Management Association to an Association membership category. While the relationship is renamed, and slightly reshaped, CLIEDIS and ACORD continue to be committed to collaborate on the development, promotion and implementation of Life insurance standards for the benefit of the industry. The industry is changing – as is CLIEDIS.

We thank you for your ongoing support and participation.



David Hewick




Patty Clement

Implementation Support

One of CLIEDIS' founding principles recognizes that the value of data exchange standards increases the more they are used by a broad cross section of industry manufacturers, producers and suppliers. While the number of Canadian companies implementing standards has been growing, CLIEDIS continues to explore ways to make the use of the ACORD XMLife standards more widespread in the industry. The Standards Review Committee (SRC) was established last year to give direction on how the ACORD standards need to be modified to meet the needs of Canadian users. It was given three mandates: to review the ACORD Standards for Canadian users, to establish a library of best practices and to cultivate a community of active users so that we have a base of technical competence that can be shared by the CLIEDIS membership. Our vision was to create an open community, where sharing is encouraged and there is an appreciation that working together benefits the industry as a whole.

The SRC has met 9 times since its first meeting on April 3, 2002. It currently has 23 members representing 14 companies. The SRC and its members have been actively reviewing ACORD Maintenance Requests (MR) to ensure Canadian needs and concerns are being addressed. The committee has submitted a number of MR's itself to ACORD asking for changes to the standards.


The committee created the Commission Working Group in October of last year to address commission reporting in the ACORD XMLife standard. This working group recently joined the ACORD Life Inforce Transactions Working Group who are enhancing the commission processing and reporting capabilities in TXLife and XMLife. This year the SRC also started work on a guide to contain best practices for Canadian implementations of the ACORD standards. 

Training

CLIEDIS began providing cost-effective standards training for its members in 2001. CLIEDIS has continued to host courses in 2002, with a focus on instruction of the ACORD XML for Life data model. By providing training to its membership, CLIEDIS has provided its members with the knowledge they need to successfully implement the ACORD XML for Life Standards and provided an opportunity for technical staff to network share their experiences.

Two one day Data Modeling training courses in 2002, in April and May, provided members with


education geared specifically at the life insurance industry and featured ACORD's life insurance standards, XML for Life and TXLife. These courses were taught by Lloyd Chumbley, then the Life Program Manager at ACORD. Though offered in 2002, there was not sufficient interest amongst members for CLIEDIS to host XML training.

Courses were well-attended and have been well-received by participants. CLIEDIS will continue to provide training that meets the needs of its membership in 2003. 

Advocacy and Membership


CLIEDIS has taken a key leadership role in the advocacy of data exchange standards in Canada. In 2002, CLIEDIS continued to champion advocacy initiatives. CLIEDIS has put their support behind an industry wide initiative, called Life Insurance Company Central or LCC. Because LCC has named the ACORD XML for Life standards as the backbone of the transmission of data through a central clearing house, CLIEDIS has been working with LCC to understand their priorities and ensure that the standards support the LCC business functions. Thirdly, the CLIEDIS Annual General Meeting and Seminar as well as other speaking engagements

by CLIEDIS executive members Jack Brown and David Hewick have offered important reinforcement to the CLIEDIS message.

Through these efforts as well as numerous personal contacts and meetings, CLIEDIS membership increased again in 2002, up to thirty seven active members including insurance carriers, distributors, major software and service providers, and industry associations. We continue to seek and renew affiliations with the broader standards setting community and look forward to further growth in 2002. 

Commentary on the Financial Report

The financial results for the year ending December 31, 2002 show net expenses of \$34,790 versus \$11,709 in the prior year. The cost of the association's active participation in ACORD has resulted in a significant increase in membership expenses over the last two years. As well, a GST expense of \$10,979 was incurred because the association had not been paying GST, as required. Some of this additional expense was offset through additional members and net revenues from training programs. The association remains in a strong financial position and has targeted a break-even result for the upcoming fiscal year.

The association's financial statements are prepared by an independent accountant in accordance with Canadian generally accepted accounting principles, reviewed by the Treasurer and presented to the executive committee for discussion and approval periodically throughout the year. 



Financial Report

BALANCE SHEET

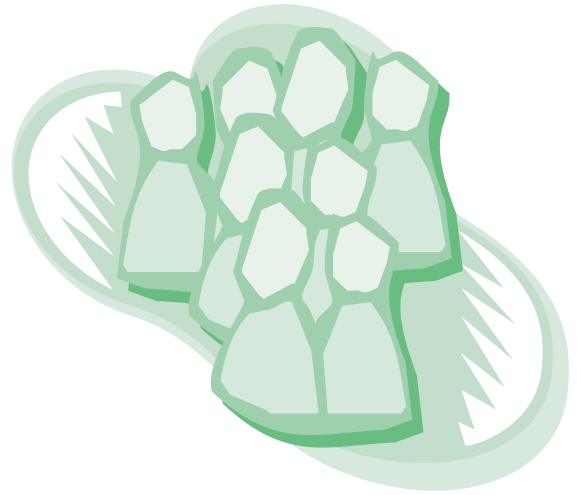
(unaudited)

As of December 31,		2002	2001	
Canadian Life Insurance EDI Standards Association	Assets	Bank Deposits	\$ 83,306	\$ 97,308
	Total Assets		\$ 83,306	\$ 97,308
	Liabilities	Accounts Payable	2,552	1,839
		Deferred Revenue	19,931	-
		Sales Taxes Payable	4,630	4,487
	Total Liabilities		27,113	6,326
	Members' Equity	Accumulated Surplus	90,982	102,691
		Net Revenue (Expense) Current Year	(34,790)	(11,709)
	Total Members' Equity		56,192	90,982
	Total Liabilities & Members' Equity		\$ 83,306	\$ 97,308

STATEMENT OF REVENUES & EXPENSES

(unaudited)

For the Year Ending December 31,		2002	2001
Revenues	Membership Fees	\$ 60,779	\$ 48,459
	Training Programs	26,458	42,822
	Annual Seminar	561	-
	Interest Income	1,865	3,791
Total Revenue		\$ 89,662	\$ 95,072
Expenses	Accounting & Legal	1,650	1,006
	Bad Debts	-	2,991
	Bank Charges & Interest	26	23
	Conferences & Meetings	3,590	2,892
	Consulting Fees	27,360	18,930
	Memberships	46,170	48,853
	General & Office	1,556	950
	Website & Internet	642	1,050
	ACORD Subcommittee Meetings	1,932	-
	GST Expense	10,979	-
	Printing	109	1,620
	Telephone	1,343	153
	Training Costs	29,051	28,302
	Travel	43	11
Total Expenses		\$ 124,452	\$ 106,781
Net Revenues (Expenses)		\$ (34,790)	\$ (11,709)



LIFE & HEALTH COMPANIES

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Manulife Financial
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National Life
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