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CLIEDIS, the Canadian Life Insurance Standards Association (www.cliedis.ca) coordinates Canadian interests in the development of public data standards for the life insurance industry. CLIEDIS partners with 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 international electronic commerce standards. CLIEDIS works to assure that future development of these standards meet the requirements of Canadian members.

CLIEDIS' mission is

CLIEDIS is a not-for-profit organization dedicated to common standards and conventions that enhance the efficiency of the Canadian life insurance industry to the benefit of all stakeholders, including carriers, distributors, associations and business partners. The organization supports this mission through training, development and industry advocacy activities.

CLIEDIS provides members with a forum for dialogue and the exchange of ideas that support the industry's common objective of development and maintenance of effective standards for the Canadian life insurance industry. Representation of all industry sectors in this forum enables CLIEDIS to align industry requirements, and represent Canadian interests in international standards development and negotiation.

2004 Executive

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Message from the Chair

CLIEDIS continued its efforts in 2004 to help the Canadian Life Insurance industry face their business challenges, with ever growing competitive and customer demands. The need for interoperability continues to remain a high priority for the industry as carriers move processes down to the distributors and distributors take on more ownership of the data collected on behalf of their customers. A fundamental component of interoperability is a commitment to industry standards. CLIEDIS' goal is to make the use of data standards as cost-effective and understandable as possible. CLIEDIS expects growing support for the use of standards and looks forward to providing a key leadership role with renewed enthusiasm.

2004 has been a very eventful year for the CLIEDIS organization. We have focused on delivering some of the strategic initiatives that we identified in 2003 within the areas of Development and Implementation support and Advocacy.

One of the key focuses for 2004 was the development of CAIR (CLIEDIS Automated Implementation Resource tool) to support CLIEDIS members. The tool was developed to assist with the collaborative efforts between members of CLIEDIS' Standards Review Committee (SRC) and to document and provide discussion forums that support the implementation of ACORD's XML for Life data standards in the Canadian marketplace. The tool was ready for member use in 2005.

In 2004, the SRC continued to provide standards development and implementation support. A working group was formed to amend the ACORD standard to meet Canadian marketplace needs for processing Universal Life segregated funds. The SRC provided a forum for learning to new members. Data modeling training was provided through CLIEDIS with the support of ACORD.

CLIEDIS continues to participate in industry forums to evangelize on the use of standards. As advocates, we promote standards through one on one discussions and seminars. In 2004, several industry companies have implemented, or are in the process of implementing, the standards to support the transmission of data between internal systems as well as external partner systems. In 2005, we will be working with these companies to create case studies that can be leveraged for further adoption of the standards within the industry.

As our relationship with ACORD has changed to be an association of ACORD, we fully endorse and are committed to being the Canadian voice of the ACORD Standards. CLIEDIS and the SRC are the central focal points for all Canadian distributors, associations, vendors and carriers to funnel changes to the ACORD XML for Life standards through. CLIEDIS retains a seat on the ACORD Life Steering Committee, and ACORD participates in our annual seminar.

For 2005, CLIEDIS plans to have an increased focus on training as more and more companies participate in the use of standards. We plan to create metrics to measure the 'take-up' rate of standards within Canada and will be looking at targeting senior Business and IT executives to help them formulate business cases to move forward with the standards for internal and external use.

Finally, CLIEDIS remains in a solid financial position, able to meet the needs of its membership and to follow through on its new strategic initiatives.

As Co-chairs, we would like to thank the members of the executive for their active support, and encourage all CLIEDIS members to keep your companies informed and competitive by participating in industry standards. We look forward to an exciting and productive 2005.



Mike Donati




Grace Kennedy

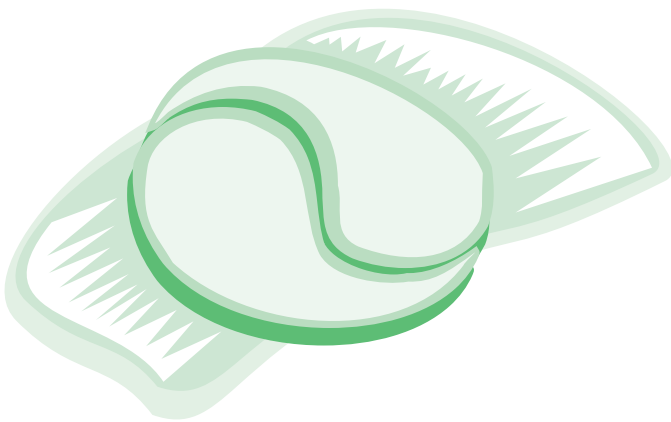
Implementation Support

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 XML for Life standards more widespread in the industry.

2004 began the development of an on-line standards implementation resource tool, CAIR. CAIR was developed to assist with the collaborative efforts between members of CLIEDIS' Standards Review Committee (SRC). Because the SRC consists of volunteers from across the country, a tool was required to facilitate their shared efforts. The CAIR tool allows SRC members to search or traverse the XML for Life standard and add discussion,


implementation information, French translations and other Canadian notes to any part of the model. Because of the way the tool was designed, it virtually self documents the work of the SRC. The tool will play an important role for the SRC in the future in supporting the implementation efforts of CLIEDIS members.

The Standards Review Committee (SRC) continues to meet on a regular basis, providing members with a network for Canadian users of the standards to share their experiences and assist other members with their implementations. A working group was formed in 2004 to review and address issues surrounding Canadian Universal Life segregated fund processing. Maintenance requests were submitted in 2004 and in 2005 to address the shortcomings in the ACORD XML for Life data model and should be available in 2005. 



Training

CLIEDIS has sponsored cost-effective training to its members since 2001. The decision to provide training was made so that CLIEDIS members would have the knowledge they needed to successfully implement the ACORD XML for Life standards and provide an opportunity for technical

staff to network with each other and share their experiences. From single day ACORD XML for Life data modeling training to multi-day XML training, CLIEDIS has provided training that met the needs of its membership. CLIEDIS will continue to provide training in 2005. 

Advocacy and Membership

CLIEDIS continues to take a key leadership role in the advocacy of data exchange standards in Canada. The CLIEDIS Annual General Meeting and Seminars have offered important reinforcement to the CLIEDIS message. CLIEDIS provides guest speakers to discuss industry initiatives and hosts panel discussions that address industry issues and concerns of the use of standards in life insurance software solutions.


Organizations throughout the life insurance industry have been interested in hearing about CLIEDIS.

CLIEDIS executives have attended speaking engagements and have advocated membership in CLIEDIS and the value of the ACORD standard at industry meetings, seminars and conferences.

Through CLIEDIS efforts as well as numerous personal contacts and meetings, CLIEDIS membership continues to grow. We continue to seek and renew affiliations with the broader standards setting community and look forward to further growth in 2005. 

Commentary on the Financial Report

The financial results for the year ending December 31, 2004 show net surplus of \$65,597 versus net surplus of \$65,597 in the prior year. The main reason for the change is ????. The association remains in a strong financial position for implementing strategic initiatives planned 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,		2004	2003	
Canadian Life Insurance EDI Standards Association	Assets			
		Bank Deposits	\$ 128,275	\$ 123,581
		Accounts Receivable	-	350
	Total Assets		\$ 128,275	\$ 123,931
	Liabilities			
		Accounts Payable	2,080	1,626
		Deferred Revenue	-	-
		Sales Taxes Payable	-5	516
	Total Liabilities		2,075	2,142
	Members' Equity			
	Accumulated Surplus	121,790	56,192	
	Net Surplus (Deficit) Current Year	4,410	65,597	
Total Members' Equity		126,200	121,790	
Total Liabilities & Members' Equity		\$ 128,275	\$ 123,931	

STATEMENT OF REVENUES & EXPENSES

(unaudited)

For the Year Ending December 31,		2004	2003
Revenues	Membership Fees	\$ 69,340	\$ 111,883
	Training Programs	4,440	9,900
	Annual Seminar	851	986
	Interest Income	2,234	2,524
Total Revenue		\$ 76,865	\$ 125,293
Expenses	Accounting	1,863	1,767
	Bad Debts	-	-
	Bank Charges & Interest	16	101
	Conferences & Meetings	4,491	2,999
	Consulting Fees	28,263	24,070
	CAIR Project	33,232	-
	Memberships	1,368	22,416
	General & Office	442	592
	Website & Internet	-	-
	ACORD Subcommittee Meetings	-	1,019
	GST Expense	-	-
	Printing	581	147
	Training Costs	134	6,760
	Telephone	2,065	1,416
	Travel	-	-
	Legal	-	195
Total Expenses		\$ 72,455	\$ 59,696
Net Surplus (Deficit)		\$ 4,410	\$ 65,597

CLIEDIS Membership 2004 (as at December 31, 2004)

Since CLIEDIS' decision to join ACORD and become ACORD's Regional Management Association for Canada, membership has increased in all categories. CLIEDIS members continue to participate actively in CLIEDIS' endeavours of advocacy, growth and implementation of data standards.

LIFE & HEALTH COMPANIES

AEGON Canada Inc.
AIG
Equitable Life
Industrial Alliance
London Life
Manulife Financial
RBC Insurance
Standard Life
Sun Life Financial

VENDORS

All Star Tech
CGI Information &
Management Services
CPU Management Software Inc
DSPA Software Inc.
Entredea Inc.
GeniSystems.ca Services Inc.
illustrate inc.
Microsoft
Novinsoft
SOLCORP
WealthServ Systems
Whitehill Technologies

DISTRIBUTORS

Equinox Financial Group
HUB Financial Group
PPI Financial Group

ASSOCIATIONS

Advocis
FundSERV

LABORATORIES

Hooper-Holmes
Quality Underwriting Services

