



A n n u a l R e p o r t 2 0 0 5 / 2 0 0 6

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.

2005/2006 Executive

TABLE OF CONTENTS

2005/2006 Executive	IFC
Message from the Chair	1
Implementation Support	2
Training	3
Advocacy and Membership	3
Commentary on the Financial Report	3
Financial Report	4
CLIEDIS Membership 2005/2006	IBC

CO-CHAIRS

Mike Donati
DSPA Software Inc.

Grace Kennedy
AEGON Canada Inc.

TREASURER

Robbert McIntosh
Advocis

SECRETARY

Julie Parrott
CLIEDIS

ACORD LIAISON

Gord Willms
Manulife

MEMBERS

Mehmet Baltacioglu
Winsoft

Jack Brown
PPI Financial

Dennis Craig
RBC Insurance

Tim Fitzpatrick
CoVirt

Alan Hutton
FundSERV

Raj Joshi
Microsoft

Jamie McGeachin
HUB Financial

Neil Menear
Novinsoft

Roger Paehr
SOLCORP

Steve Zalewski
Equinox Financial



Message from the Chair

This has been CLIEDIS' most successful year since the association was formed in 1995. CLIEDIS has been gaining momentum in its efforts to improve efficiency through the adoption of data standards. Increased membership and increased active participation highlight the effectiveness of CLIEDIS' focus on delivering the strategic initiatives within the areas of Development and Implementation Support, and Advocacy.

In 2005, one of CLIEDIS' key successes in the area of implementation support was the inclusion of CITS (Canadian Insurance Transaction Standardization) under the CLIEDIS umbrella. The CITS organization was formed to support the build out of the standardization of the standard for pending new business. The goal was to go beyond just using the data standard, and set guidelines for the content, making it easier to import feeds into distributors' back office systems and more effectively use the information available in the feeds. CITS' success will be measured by the active participation by CLIEDIS members and the number of companies using the guidelines to develop systems as soon as the project was completed in late 2005. The initiative brought in numerous new members who saw the value of the initiative to their organization and the industry. CLIEDIS will continue its support of CITS and provide implementation guidelines in 2006 by addressing other business functions.

In 2005, CLIEDIS funded the development of a tool to provide implementation support for CLIEDIS members. The CAIR (CLIEDIS Automated Implementation Resource) tool came into general usage and has assisted members of CLIEDIS' Standards Review Committee (SRC) with their collaborative efforts, and documented and provided discussion forums that support the implementation of ACORD's XML for Life data standards in the Canadian marketplace. Enhancements during the year have allowed CLIEDIS to improve the effectiveness of the tool as a communication device for members.

In addition to providing the CAIR software tool to support members with implementations, CLIEDIS continued to provide training to its members.

CLIEDIS commissioned a study of how the ACORD XML for Life data standards are being used in the Canadian financial services industry. The survey's primary goal was to investigate areas where CLIEDIS could focus their resources and add momentum to the use of standards. The report indicated areas that CLIEDIS can focus their efforts in 2006, some of which are education at the management level for carriers and distributors and further support of external use of data standards. CLIEDIS will continue to monitor use of the standard with ongoing surveys.

CLIEDIS executive members continue to take on the important role of advocates for the ACORD XML for Life data standard in Canada. They speak about the importance of standards and CLIEDIS' role at many industry meetings. CLIEDIS continues its close association with ACORD and retains a seat on the ACORD Life Steering Committee to represent Canadian interests at ACORD.

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 2006.



Mike Donati



Grace Kennedy

Implementation Support

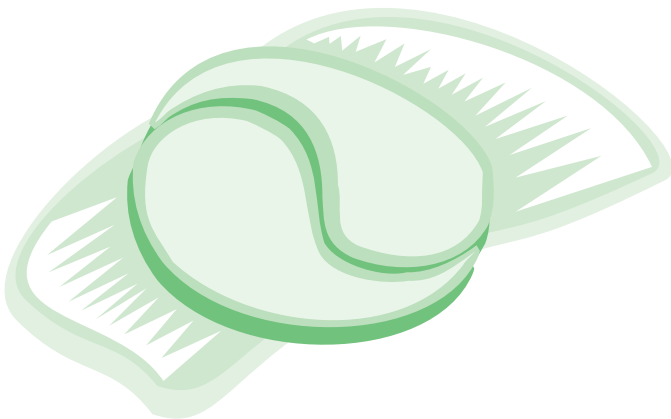
One of CLIEDIS' founding principles is that the value of data exchange standards increases the more the standards are used by a broad cross section of industry manufacturers, producers and suppliers. A key initiative in 2005 has provided members with a framework for increasing the use of the ACORD XML for Life standard and provided true value for membership.

In 2005, CLIEDIS managed an effort by key business partners in the industry undertaking to develop implementation methods acceptable to key industry players, and to get their agreement to implement transactions based on the proposed guidelines for pending case transmittal transactions. The CITS (Canadian Insurance Transaction Standardization) initiative began in 2005 to develop these implementation guidelines. The goal was to use the XML for Life standard for data transmission but set specific rules around which fields would be transmitted. A highly successful effort between business partners in the Canadian life insurance industry will ultimately benefit all players, including

the consumer. The CITS project team used CAIR extensively to provide team members with a tool to communicate issues and issue resolutions and share documentation. With the first phase of this project now complete, project team members agreed to continue on with this initiative, addressing other business functions.

CLIEDIS' online standards implementation resource tool, CAIR (CLIEDIS Automated Implementation Resource tool), developed to assist with the collaborative shared efforts between CLIEDIS members, went into general use in 2005. Changes made during the year have allowed the tool to be used by all CLIEDIS members and increased the functionality of the tool for exchanging information on technical issues.


The Standards Review Committee (SRC) provides a forum for implementers to discuss issues and provide input to ACORD on Canadian related issues. The SRC continues to review changes made to the ACORD XML for Life standard to ensure that Canadian issues are handled appropriately. 



Training

CLIEDIS continued to sponsor cost-effective training to its members. Training courses were increased in duration to two days to reflect the increased complexity of the ACORD XML for Life data model. To address the increased needs of the membership, two general training sessions were

held in 2005. Training specifically related to the CITS project was made available to CLIEDIS members at the end of the CITS project for pending data feeds.

CLIEDIS will continue to provide training in 2006 as meets the need of the membership. 


Advocacy and Membership

CLIEDIS takes 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. Publications in the life insurance industry have provided update on CLIEDIS related initiatives.

Because of recent CLIEDIS initiatives, specifically the release of CAIR and the CITS project, CLIEDIS membership has grown significantly, especially in the nine new members in the distributor category and six new members in the vendor category.


We continue to seek and renew affiliations with the broader standards setting community and look forward to further growth in 2006. 

Commentary on the Financial Report

In 2005, a decision was made to change the CLIEDIS fiscal year end from December 31 to April 31, to coincide with the membership period.

The financial results for the year ending April 30, 2006 show a net surplus of \$139,202 versus a net surplus of \$91,411 for the year ending April 30, 2005. The main reason for the year over year variance is the increase in membership fees due to activities initiated to support the Canadian Insurance Transaction Standardization project. 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. The financials statements for the period ending April 30, 2006 have been audited and the full audit is available to CLIEDIS members on the CLIEDIS website. 



Financial Report

Canadian Life Insurance Standards Association	STATEMENT OF FINANCIAL POSITION		(audited)	(unaudited)
			2006	2005
	As of April 30,			
Current Assets	Cash		\$ 233,324	\$ 171,989
Total Assets			\$ 233,324	\$ 171,989
Current Liabilities	Accounts Payable and Accrued Liabilities		13,232	6,332
	Deferred Revenue		80,890	74,246
Total Liabilities			94,122	80,578
Net Assets	Unrestricted		139,202	91,411
Total Liabilities & Net Assets			\$ 233,324	\$ 171,989

Canadian Life Insurance Standards Association	STATEMENT OF OPERATIONS AND NET ASSETS		(unaudited)	
			2006	2005
	For the Year Ending April 30,			
Revenue	Membership Fees		\$ 91,155	\$ 71,590
	Canadian Insurance Transaction Standardization Project		49,065	-
	Training Programs		26,170	-
	Annual Seminar		2,175	851
	Interest Income		4,180	2,248
Total Revenue			\$ 172,745	\$ 74,689
Expenses	Consulting		45,956	64,259
	Canadian Insurance Transaction Standardization Project		37,637	-
	Metrics Report		14,000	-
	Training		12,423	-
	Professional Fees		4,850	1,575
	Conferences		4,333	5,176
	Telephone		3,372	2,294
	General and Office		2,383	2,363
Total Expenses			\$ 124,954	\$ 75,667
Excess of Revenue Over Expenses for the Period			47,791	(978)
Net Assets, Beginning of Period			91,411	92,389
Net Asset, End of Year			\$ 139,202	\$ 91,411

CLIEDIS Membership 2005-2006 (as at April 30, 2006)

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
Canada Life
Equitable Life
Industrial Alliance
London Life
Manulife Financial
RBC Insurance
Standard Life
Sun Life

ASSOCIATIONS

Advocis
FundSERV

DISTRIBUTORS

Assante Estate and Insurance Services
Dundee Insurance Agency
Equinox Financial Group
Groupe Cloutier
HUB Financial Group
Paradigm Financial Group
PPI Financial Group
ScotiaMcCleod Financial Services
TD Waterhouse
Worldsource Insurance Network

VENDOR & SERVICE PROVIDERS

ADX.Net Technologies
CGI Information & Management Services
CPU Management Software Inc
CoVirt
DSPA Software Inc.
E-Z Data Inc.
GeniSystems.ca Services Inc.
Hooper-Holmes
IIT Corporation
illustrate inc.
Microsoft
Novinsoft
Quality Underwriting Services
SOLCORP
Univeris
Vallue Consulting
Watermark Insurance Services
Whitehill Technologies
Winsoft



