



For the easy way to The Exchange sign on to the market's leading e-Broking platform.

## Momentum building on The Exchange

...and **Lime-St.com** is responsible for much of that momentum. With endorsement volumes rising steadily since The Exchange Marine pilot began in October last year, **Lime-St.com** celebrates handling its **7,000th** electronic endorsement.

**Lime-St.com** is used by a rapidly growing number of broking firms including Willis, Marsh, JLT, Lloyd & Partners and AJ Gallagher and is now handling over 300 electronic Endorsements a week. That's almost half of The Exchange's total eEndorsement volume and substantially more than any other broking service provider.

We've also sent over **6,000** endorsement notifications over the Exchange – that's a lot of listing effort saved for our clients.

As more companies market underwriters continue to join The Exchange, these figures are set to rise substantially.

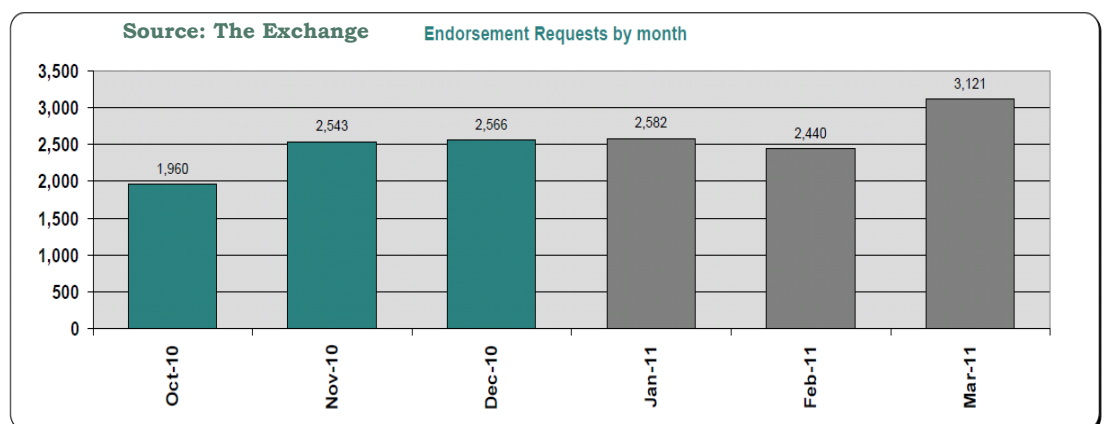
**Lime-St.com** has also sent many hundreds of Email endorsements and

listings to non-ACORD markets in London and overseas. By using exactly the same business process for ACORD and Email, our users only have one simple way of working for all markets.

Some of our clients employ our web service integration option and are fully integrated into their back office systems. Others create their endorsements in just a few minutes with our simple web-based user interface.

And **Lime-St.com** is very reliable - our platform has been available to our 350 users for 100% of every working day in the past 6 months.

The underwriting community like it too as we have not charged them a single penny in transaction charges. **And we never will.**



Simple to **use**

Easy to **integrate**

Dependably **reliable**

Cost **effective**



No queuing,  
no waiting...  
...if you don't need to.

## Saving legwork when you want to

Of the 7,000 endorsement requests processed so far on **Lime-St.com**, fewer than 7% of them have required any face-to-face negotiation.

That means around 6,500 endorsements have been processed entirely electronically since the Marine pilot began without any legwork.

Each one of those has saved broker and underwriter time at the box for something more important, something more likely to generate revenue.

## Don't forget the listings

**Lime-St.com** automatically lists using ACORD messaging or Email so there's no need to have separate business processes to do this.

Our 6,000 endorsement listings to date were sent by the platform within minutes of the endorsement's agreement, significantly reducing operational workload and leaving no room for error or omission.

## Reducing your E&O

Processing eEndorsements over **Lime-St.com** doesn't just save on legwork and valuable negotiating time at the box – it reduces your E&O exposure too:

- **robust audit trail:** everything that the broker, technician and the underwriter does is logged and remains fully auditable.
- **automatic PDF creation from MS Word MRCEs:** the technician can work with Word documents but nothing modifiable leaves the building unless you want it to.
- **automatic creation of EOC documentation:** all Evidence of Cover (EOC) documentation is created as soon as agreements have been received. Separate EOC documents are created for XIS and for your client and these are fully customisable to your specification.
- **automatic binding of EOC with the MRCEs:** we produce bound PDFs containing the MRCE and the EOC documents so that they can't be separated.
- **automatic creation of A&S submissions from agreed endorsements:** no more double-entry using direct load, no more forgotten submissions or transposition errors.
- **Email document feedback to users:** all EOC documents created get emailed directly to the user upon endorsement agreement and, for web service integrated customers, are sent back to your broking system automatically.

## Meet the Lime-St.com team

Having a great team is one thing but getting them all in one place at the same time for a photo call is quite another...so here are some of our **Lime-St.com** staff.



### Back.row

Mike (Apps team manager), Malcolm (Director), Neil (Account manager)

### Middle.row

Stephen (Support team manager), Adam (Account manager), Kevin (Head of sales), Mike (e-Business manager), David (Apps team), Dale (Gateway team), Jerome (infrastructure team), David (support team)

### Seated.row

Claire (Apps team), Tracey (Gateway team manager), Vajinder (support team)

In the next **Lime-St.com** newsletter we hope to get some more of our 50 staff squeezed into shot.

## Coming in the next edition...

We're keeping this newsletter short as there's a lot happening in the coming month...so in the May edition we'll be looking at **A&S** and **ECF**, mobile and tablet technology "at the box" – **iPads**, **Blackberry Playbooks**, our new **training area** and the market's rollout of **new classes of business** coming soon.



Let the technology  
do the walking...  
...if you don't need to.

## For further information

If you would like to discuss how **Lime-St.com** can benefit your business, please contact our Account Management Team who can arrange a demonstration at your convenience, or just stop by in one of our open weeks which will be advertised shortly.

### Mark.Duff



Contact Mark by phone on:

+44 (0) 207 264 0842

or by email at: [mduff@trisystems.co.uk](mailto:mduff@trisystems.co.uk)

### Neil.Hodges



Contact Neil by phone on:

+44 (0) 207 264 0841

or by email at: [nhodges@trisystems.co.uk](mailto:nhodges@trisystems.co.uk)

### Adam.Harrison



Contact Adam by phone on:

+44 (0) 207 264 0847

or by email at: [aharrison@trisystems.co.uk](mailto:aharrison@trisystems.co.uk)

## About us

**Lime-St.com** is the market's leading electronic broking platform.

Developed and supported by TriSystems from our EC3 offices, where all of our 50 staff are located, the platform is hosted in the Colt enterprise cloud computing centres in Germany and the UK.

TriSystems are a leading supplier of ACORD messaging technology to both the broking and underwriting communities and are accredited insurance messaging experts with 14 ACORD awards to date.