

For us to convert to XML, the following would be required:

- because we (Manulife) are a retro, internal systems won't need to change – could keep these in the same format as today
- would need to be able to take in and reformat XML files
- requires new inventory layout mapping
- add new file type
- will consider this when moving to a new technical platform next year (Manulife)

For our retroceded business (Manulife)

- we would need to upgrade our ceding system: use TAI?
- do they have an XML version? If so, would this involve purchasing and implementing a new version of TAI; or, can this formatting be changed via a mod?

Benefits of XML

- XML is intended for B – B usage
- Data in other formats is positionally bound, results in constraints as to how many options you have in certain scenarios, e.g. Will be restricted in the number of lives you can have on a coverage. In XML, you are not restricted; could have as many lives as you want linked to a coverage
- Ease of reporting and communication between companies
- Less “noise” for the cedant due to data questions/issues
- Can more easily determine if a file conforms (there is a schema that defines its layout). For other formats, must load the entire file and read every record before you can determine if file is valid

Cost

- XML files are much bigger, more costly to store
- Cost of implementing TAI utility – testing, developer time to add to server if mainframe (Per Tim – about ½ hr if on .net version of TAI, about 1 week if on mainframe version of TAI).
- Estimate 3 – 5 weeks of development time to build a utility for converting to XML when a company has homegrown system; total of 2 months to include testing as well.
- **Per ACORD, the website to use for XML certification is <http://www.acord.org/standards/implementation/tcf/Pages/default.aspx> There is an ACORD member cost of \$300 per certification for the 1st 10 certifications.**
- **Sample JCL update from TAI to add the XML file**



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Benefit for certification

- Cost involved for using internal IT shop to do the work versus getting ACORD's expertise and access to their programs and help files

One suggestion:

- Consider giving the cedant a utility to convert their file to an XML format before sending to reinsurer

Random questions/comments:

- **If you currently use FTP/SFTP to transmit the data files, does this still work for the XML files?**
- **Can they be zipped and encrypted as well?**
- **If they are downloaded to CDs, will the size of the file be an issue?**
- **If not able to switch to the XML format, can you at least use the standard field definitions from the standards?**