

CIPFA INSURANCE NETWORK

Optimising your Insurance Procurement Arrangements

13 February 2018 (London) & 15 February 2018 (Leeds)

CIPFA Insurance Network invites you to a new series of workshops to review strategic and practical factors relating to the procurement of insurance contracts. The events will seek to demonstrate a direct correlation between strategy and the procurement process and the resulting consequences further down the line, in terms of the outcome of the procurement, and the unintended liabilities that may be left behind. There will be an emphasis on exploring the structure of the insurance market, and how a lack of transparency can prevent public bodies getting the best insurance arrangements available; along with advice on how to bring transparency to the process and in doing so, generate more competition.

A summary of updated legal changes which affect the procurement of insurance specifically will also be provided, to ensure you are well informed with a modern and compliant insurance provision.

9.30 to 10.00 Coffee and Registration

10.00 – 10.10 Introductions and Overview of the Day

- Delegate input – what concerns you most about procurement of insurance and financial services?

10.10 – 11.20 Legal Review of Emerging Recent Insurance Developments

This session will review the key elements of change in the Insurance Market and how that has an impact on your risk appetite; self-insurance funds, and information sharing with insurers.

This session will cover:

- Review of implications of The Insurance Act 2015 and how your processes need to adapt to accommodate it.
- The Discount or "Ogden" Rate and how the changes affect your insurance fund, limits of indemnity and compensation awards.
- Transparency – a Summary of the issues behind a £4m FCA fine issued in December 2017 and why it is relevant to your procurements

11.20 – 11.35 Break

11.35 – 12.35 Transparency, Competition and Innovation

This session builds on the need for transparency, and how ensuring this runs through the bones of your processes and generate more interest, competition, and innovation, as well as better results. It will also include explanation of:

- How the market is structured and why it matters to you
- You don't know, what you don't know – how to ask the right questions
- Checking your exposure
- Use of competitive procedures
- Options for re-structuring the broker and insurance services tenders

12.40 – 13.20 Lunch

13.20 – 14.00 How to avoid the Unthinkable ...

This session will consider several recent high-profile claims events and look at how authorities have been left exposed, and how the lessons can be worked into the procurement of the policies.

Including discussions of Grenfell Tower; Aldgate Tube, Manchester Arena and Borough Market.

14.00 – 14.40	Gaps in Cover & Contracting Out This session will highlight the risks associated with both gaps in cover, and overlapping covers and how these are particularly relevant to outsourcing contracts. It will explain what public bodies need to do to ensure no gaps / overlaps and potential consequences of not taking control of this?
14.40 – 14.55	Break
14.55 – 15.25	Workshop – Contract and Outsourcing Risks The final session will involve an interactive group session, which will bring together earlier learning points from the formal presentations and also identify further possible issues.
15.25 – 15.30	Summary and Close

Key Benefits:

By attending the workshop, delegates will:

- Gain a practical understanding of the Insurance Act and how to implement the changes into your procurement process
- Understand the impact of the Ogden Rate changes on your claims and policies
- How to obtain greater transparency in the process and generate more competition for your organisation
- Explore the options provided by introducing more innovation into your insurance programme
- Learn the lessons of the cycle of errors that can lead to significant consequences through a review of current high-profile cases
- Gain awareness of the insurance risks associated with contracting out

Bookings:

Given the huge demand for previous CIPFA IN events, we do expect demand for places to be very strong indeed. There will be a strict limit of 25 delegates for the events, therefore please book early to avoid disappointment.

Further Information: www.cipfa.org/Services/Networks/Insurance-Network

Members of the CIPFA IN can attend the workshop for free using pre-paid places.

Enquiries:

If you have any questions about bookings or have any questions regarding the programme, please do not hesitate to contact Mohamed Hans – **E:** Mohamed.hans@cipfa.org
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CIPFA Sustainability Policy

CIPFA is delivering all of our training courses, workshops and seminars in accordance with our sustainability strategy. We do not provide hardcopy course materials to delegates and these are now distributed by email. We are striving to reduce our carbon footprint in every way that we can, and we hope that we can count on your support.

We reserve the right to alter the timing or content of sessions where circumstances require.