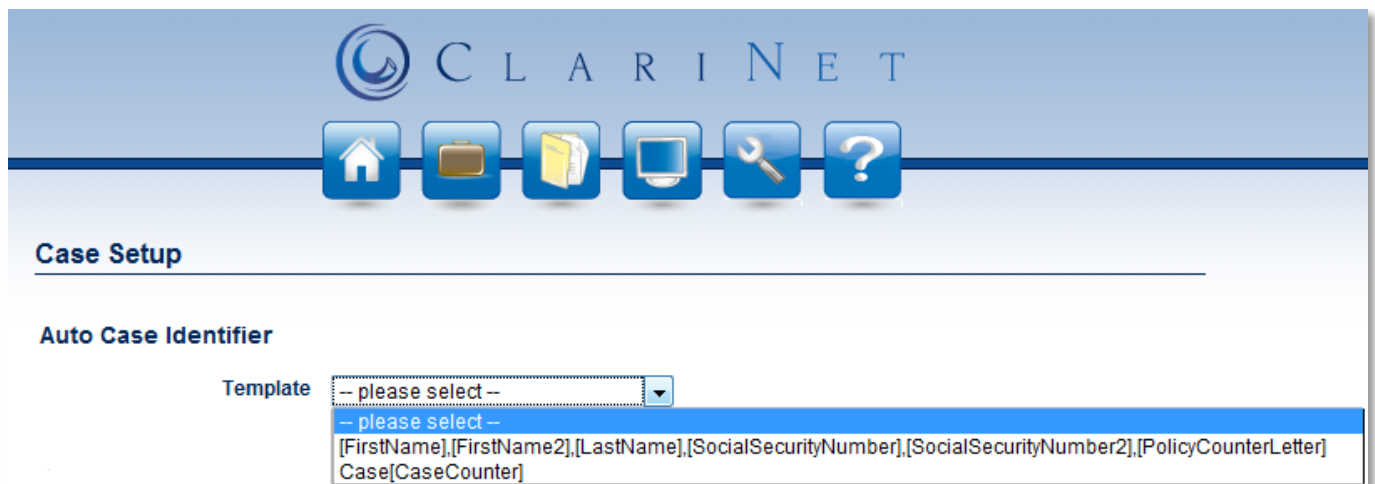


## 1 Overview

- Auto-generated Case Identifiers
- Improvements to News and Announcement panels on Home page
- Price Allocation and Bidding improvements
- Use Case Import Wizard when Access database files imported
- Ability to attach documents to bids
- Store conversion premium with Policy
- New panel on Valuation screen to allow solving for single IRR
- Display AV/CSV on Premium Calculation and Valuation pages
- Update Excel export template to line up cash flow dates
- Allow users to set their own status on Cases that are in bidding
- Known Issues

## 2 Auto-generated Case Identifiers

It is now possible to have Case Identifiers generated automatically by ClariNet. This feature is accessed from the Case Setup page under the Administration Menu.



There are currently four templates for Case Identifiers:

- [LastNameInitial][MiddleNameInitial][FirstNameInitial][SSNLast4][PolicyCounterLetter]
- Case[CaseCounter]
- [LastName],[FirstName]
- [LastName],[FirstName],[FaceAmount]

If a template is selected on the Case Setup page (under the Administration menu), a Case Identifier will be generated automatically when a new Case is created or when a Case is received from another ClariNet Subscriber. For example, if the second template is selected with a starting counter value of 1, the first case would be called "Case1". The counter can be reset when this template is selected. The value shown is the value that will be used in the next Case that is created.



If a new Case is created after an Auto Case Identifier template is selected, the Case Identifier will be set to a read-only temporary unique identifier until the setup process is completed. This is necessary because some component of the Case Identifier may not be available until the latter stages of Case setup (e.g., Insured name). Once Case setup is complete, the Case Identifier becomes editable.

# ClariNet 1.14 Release Notes



**Create Case**

Case Details | Documents

Enter your identifier for this case

Business Unit

## 3 Improvements to News and Announcement on Home Page

The News and Announcements panels on the home page are now updated asynchronously. This means that loading the Home page is much faster and the panels will not timeout after two seconds.

## 4 Price Allocation and Bidding Improvements

The Price Allocation and Bidding functionality is relevant in several areas of ClariNet.

### 4.1 Price Allocation tab on Case Summary

A new tab has been added to the Case Summary page called Price Allocation. This allows you to specify the component parts of the gross purchase price for a Case:

Price Allocation

No Price Allocation Data

BACK DONE

**Price Allocation**

Recipient

Payment Type

Organization/Individual

Payment Method

\* Amount  \$

Paid On

CANCEL SAVE

Price Allocation can take a single value for the gross purchase price, or split it into a variety of different components:

Component	Description/Values
Recipient	Agent, Broker, Provider, Carrier, Seller
Payment Type	Compensation/Fee, Lump Sum Premium Payment, Loan Repayment, Premium Reimbursement
Organization/Individual	Selected from the CRM database
Payment Method	Based on the Organization/Individual
Amount	Dollar amount
Paid On	Date

Only the Amount is a required field.

Once a component has been added to the Price Allocation table, a total price is automatically calculated:

Price Allocation +

Recipient Type	Payment Type	Organization/Individual	Payment Method	Amount \$	% Gross Price	% Face Amount	Paid On	Go
				1,000,000	100	14.29		
<b>Total</b>				<b>1,000,000</b>	<b>100</b>	<b>14.29</b>		

# ClariNet 1.14 Release Notes



## 4.2 Bid Splits

When placing a bid, it is now possible to specify the breakdown of the bid (in a similar way to the Price Allocation table):

The Recipients and Payment Types are the same as shown above. In this example, the bid is split into an amount to a Provider and the Seller:

Recipient Type	Payment Type	Date	Amount \$	Go
Provider			50,000	
Seller			750,000	
<b>Gross Price</b>			<b>800,000</b>	

The person who receives the bid will see the gross bid in addition to a money icon, which shows the breakdown of the bid on mouseover:

Date and Time	Event Type	From	To	Value (\$)	Message	Bid Conditions
26/01/2011 18:37	Bid	Demo Investor	Broker All Inc	800,000		
26/01/2011 18:30	Case Submitted	Broker All Inc	Demo Investor	-		Provider, Unspecified Payment Type: 50,000 Seller, Unspecified Payment Type: 750,000

## 4.3 Closing Process

During the case closing process, the first step in the workflow involves Price Allocation. The Price Allocation breakdown will be pre-populated with information from the winning bid. From the example above, the Price Allocation page during Closing will look like this:

Recipient Type	Payment Type	Date	Amount \$					Go
Provider			50,000					
Seller			750,000					
<b>Gross Price</b>			<b>800,000</b>					

Recipient Type	Payment Type	Organization/Individual	Payment Method	Amount \$	% Gross Price	% Face Amount	Paid On	Go
Provider				50,000	6.25	5		
Seller				750,000	93.75	75		
<b>Total</b>				<b>800,000</b>	<b>100</b>	<b>80</b>		

The Price Allocation components can be edited or deleted and new ones added.

# ClariNet 1.14 Release Notes



## 5 Use Case Import Wizard for Access Database File Import

When importing Cases from an Access database file, the process now uses the same import wizard as the XML import page. See ClariNet 1.13 Release Notes for full details on this tool.

## 6 Ability to Attach Bid Condition Documents to Bids

When making a bid, if **Include Bid Conditions** is checked, as well as being able to specify numerical bid conditions, a document can be attached which will be visible to the person receiving the bid.

## 7 Store Conversion Premium with Policy

A new field has been added to the Policy screen called **Conversion Premium**. If the policy has a conversion premium, at the start of the bidding process, a bid split for this amount is added by default.

## 8 New panel on Valuation page to allow solving for single IRR

It is now possible to solve for a single IRR for all three payment streams (NDB, Premium, Fees) using the IRR calculation tab on the Valuation page:

**Valuation**

Description:

Valuation Template: Standard Valuation

Value Date: 26/01/2011

**Evaluation**

Scratch Pad

IRR Calculation

**Bid Information** +

Recipient Type	Payment Type	Date	Amount \$	Go
Carrier	Lump Sum Premium Payment		50,000	
			4,500,000	
<b>Gross Price</b>			<b>4,550,000</b>	

Calculated IRR 13.01 %

**Assumptions**

**Risk Information**

Either a single bid price or several price components can be entered here, including an optional payment date for each amount. Using this information, an IRR is calculated. If a payment date is not specified for any component, the Value Date is assumed.

# ClariNet 1.14 Release Notes



## 9 Display AV/CSV on Premium Calculation and Valuation Pages

When a Premium Schedule is calculated, the AV and CSV at the Start Date are calculated. These values are available in the Initial AV/CSV tab on the Premium Schedule page:

**Premium Schedule**

Description:

\* Illustration: 28/08/2009

\* Verification of Coverage: None

\* Premium Calculator: Standard Premium Calculator

\* Start Date: 27/01/2011

Force Estimation of Initial AV:

**GENERATE**

---

COI

**Initial AV/CSV**

Initial AV at Start Date \$530,254  
Initial CSV at Start Date \$-185,293

---

Premium Payments prior to Start Date

Projected Premium Schedule

NDB Payment Schedule

COI Account Value

Minimum Premium Account Value

In addition, these values are shown in the Assumptions panel on the Valuation page:

**Valuation**

Description:

Valuation Template: Financing Entity A

Value Date: 02/04/2011

---

**Evaluation**

Scratch Pad

IRR Calculation

**Assumptions**

Assumed premiums paid prior to Start Date \$ 899,772  
Assumed premiums paid between Start Date and Value Date \$ 0  
Account Value on Start Date \$ 0  
Cash Surrender Value on Start Date \$ 0

---

**Risk Information**

# ClariNet 1.14 Release Notes



## 10 Update Excel Export Template to Line up Cash Flow Dates

The Excel exporter has been updated so that cash flows occurring on the same date appear on a single line. This applies to both the Premium Schedule and Valuation sheets. This makes it easier to carry out cash flow analysis in Excel on cases from ClariNet.

M	N	O	P	Q	R	S	T
<b>Survival Curve</b>		<b>Cashflows</b>					
Date	Survival probability	Date	NDB	Date	Fees	Date	Premium
28-Aug-09	1.000000					28-Aug-09	-425,000
28-Sep-09	1.000000						
28-Oct-09	1.000000						
28-Nov-09	1.000000						
28-Dec-09	1.000000						
28-Jan-10	1.000000						
28-Feb-10	1.000000						
28-Mar-10	1.000000						
28-Apr-10	1.000000						
28-May-10	1.000000						
28-Jun-10	1.000000						
28-Jul-10	1.000000						
28-Aug-10	1.000000					28-Aug-10	-177,083
28-Sep-10	1.000000						
28-Oct-10	1.000000						
28-Nov-10	1.000000						
28-Dec-10	1.000000						
27-Jan-11	1.000000						
28-Jan-11	0.999654					28-Jan-11	-36,982
28-Feb-11	0.989315					28-Feb-11	-36,599
28-Mar-11	0.979083					28-Mar-11	-36,221
28-Apr-11	0.968957	28-Apr-11	3,465			28-Apr-11	-35,846
28-May-11	0.958936	28-May-11	103,386			28-May-11	-35,476
28-Jun-11	0.949019	28-Jun-11	102,317			28-Jun-11	-35,109
28-Jul-11	0.939204	28-Jul-11	101,258			28-Jul-11	-34,746
28-Aug-11	0.929401	28-Aug-11	100,211			28-Aug-11	-34,383

## 11 Allow Users to set Status on Cases that are in Bidding

A user can maintain a set of user-defined Statuses on the Interaction page under the Administration menu:

**Interaction**

Privacy | Access | Bid Management | Organizations | Individuals

**ClariNet Case Recipients**

Company	Submit Redacted
Company A	No

**External Case Recipients**

**Our Statuses**

Our Status	Go
Pending Review	
Waiting for Feedback	

**Bid Conditions Defaults**

Min % of gross purchase price paid to the Seller:  %

Max % gross purchase price paid to the Broker/Agent:  %

Min % of face amount paid to the Seller:  %

Max % face amount paid to the Broker/Agent:  %

**SAVE**

# ClariNet 1.14 Release Notes



On the Bid Management, these Statuses can then be applied to both ClariNet and External bidders:

## Bid Management

### ClariNet Bidding

Company			Bidding Status	Our Status	Date	Value (\$)	Conditions	Go
Demo Investor			Open for Bidding	Waiting for feedback	27/01/2011			

### External Bidding

Company			Bidding Status	Our Status	Date	Value (\$)	Conditions	Go
External Provider Inc			Open for Bidding	Waiting for feedback	27/01/2011			

### Competitive Bidding Information

Company			Status	Date	Value (\$)		Go
A competitor			Open for Bidding	27/01/2011			

## 12 Known Issues

- When setting up a new Case, the Policy Date on the Policy page defaults to the current date. This will be changed in release 1.15 to show no date by default.
- When working in Bid Management, completing a task other than submitting a Case to either an internal or external recipient causes ClariNet to return to the Home page. This will be changed in release 1.15 to return to the Bid Management page.