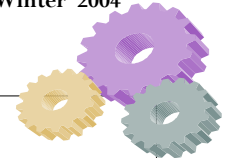





THE TOWER TIMES

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Winter 2004



SAMA Compliance, Saudi company looks to **NOVUS**



The Saudi Arabian Monetary Agency is defining the working practices of Saudi Insurance in much the same way as the FSA in the UK.

To ensure compliance with the necessary regulations Al Mamoon have made NOVUS their software of choice.

The software is being installed in Jeddah during December and it is anticipated that both will grow substantially when they move to luxurious new offices next June.

Arabic Debit notes were just one of the features NOVUS demonstrated at a demo for Essam Assali the Assistant General Manager.

The IT Director Mr Mamdouh El Fakharany for the parent company Cigalah was

delighted when he came to England for a two day in depth demonstration with two of his colleagues Fouad and Emran.



Mr Fakharany commented that "The beauty of the compliance aspects of NOVUS are that they have not been designed for one regulatory body, I understand they meet the UK FSA requirements and we can meet our own SAMA requirements just as easily. The design of the NOVUS command Console allows time dependent tasks to be configured as required"

The LINUX server was configured and was shipped to Jeddah in a matter of a few weeks. The User training will be conducted in early in the year once the client machines have been installed.

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NOVUS

Why NOVUS?

- NOVUS is an ORACLE embedded Enterprise Solution.
- LINUX, HPUNIX, SCO & NT ORACLE database platforms available.
- Windows NT 4, Win2K & Novell Network system platform
- Full GUI functionality
- Dynamic Data Access
- Windows 2000 Server
- FSA compliance
- Thin Client compatible
- Flexible and user friendly.



Sunrise in Zambia

Mike Mwemba of Upfront Risk Consultants first saw the potential of NOVUS in Tunisia earlier this year. From the start Mike expressed his excitement about such a product being available in Zambia and potentially throughout Africa. When discussions progressed to the topic of demonstrating NOVUS and the broker solution SUNRISE Mike put himself forward.

"I am delighted to join the Morning Data Team. Many of the features of NOVUS and the broking software Sunrise make insurance transactions look like child's play. The software is flexible and easy to use and its automation of so many processes makes it easy for users to

focus on marketing & customer service. One insurance company who was impressed by the features is The Professional Insurance Corporation of Zambia (PICZ). Mr G.Imbuwa IT Manager for PICZ "NOVUS runs on a user friendly platform and has many appealing security features. Its flexibility and ability to drill down data is a big plus for this software."

Mrs L. Sibanda President of IBAZ has indicated her interest in SUNRISE. Brokers do require software that could help ease the difficulties in completing statutory returns for the Regulators and assist in tracking Broker commissions earned especially when there are outstanding premiums."

A Cross-Section of **NOVUS**

Marek goes all Technical



Sections mean different things to different people and rear their beautiful heads in the most unlikely

places. Perhaps the first encounter is in the SLIP, partitioned into sections, each specifying conditions and limits of the cover.

A section is best described as a self-contained 'water-tight' aspect of the risk against which technical entries such as premiums and claims can be transacted, each section having its own set of (re)insurers. At Morning Data we have taken a neutral stance as to what a section is, because NOVUS is used by brokers conducting quite different types of business.

Afro-Asian Insurance Services have found that sections can satisfactorily handle different vessels whilst Towergate use sections to identify a separate type of business on a premium such as legal fees.

There is no processing overhead when setting up sections on a risk. Both RISK and MART programs will build all the sections at once.

Processing across sections introduces other issues. For example we have two opposing requirements for Debit notes. One client requires a fully consolidated debit note with no mention of separate sections whilst another not only wants the sections identified, they require the lead underwriter indicated - for FSA purposes.

Furthermore, although the detailed approach provides a break-down by section, taxes and fees need to be aggregated across sections. We have managed to provide both solutions - NOVUS is all things to all people!

The advantages of using a multi section technical entry in NOVUS are speed and clarity. A multi-section entry can be made just as quickly as a single section and the fact that all lines are tagged with the same transaction number means that they can all be collected together in a debit note, a closing or as a single entry on the statement, yet detailed analysis of all elements is always available.



Nigeria Reinsurance reaffirm commitment to NOVUS

Nigeria Re have been clients of

Morning Data for nearly four years, and their upgrade to Forms 6 has been planned for some months. When Lolu Adekeye Assistant General Manger (IT), head of IT and Felix Anaeto DGM (Special Risks) Arrived in the UK for their bi-annual update the decision was made to bring their HP A Class with them and get the first stage—an upgrade of Oracle

onto the server in the UK. The Client's installation was performed on two laptops and allowed Lolu to gain experience of the new installation procedures.

Other areas covered during this visit were NOVUS integration with Great Plains Accounting Software and Automated messaging.

Nigeria Re have recently installed a new VSAT system to

provide high speed communications and a VPN between their Abuja and Lagos offices. NOVUS will then be rolled out across the users in both locations.

The team at Morning Data are looking forward to installing the new Command Console and providing Nigeria Re with a brand new Website. All part of the service.

The team goes on growing..



As our client list steadily grows and NOVUS reaches further afield our team must grow to maintain our client:staff ratio. With the development of the new Schemes system with Towergate and the launch of SUNRISE our need for additional programming staff is obvious. After looking hard for a candidate who showed an interest to join a unique company such as ours we found Adnan Siddiqui who we are delighted to announce has joined us from the beginning of December.



With the technical team growing the support requirements also expand and further help was sought. We were delighted to find a truly special person to help with the often widely varying requirements of the day. Sasha Ferreira joins us as House Keeper and Admin Assistant. In the beginning as she gets to know the business and the clients she will be helping run the house and with her recent Admin NVQs from Kingston Maurward she will then take on additional Administrative tasks as we expand. We think she is "supa"!



USER GROUP 2004

Celebrating the State of the Arts

The annual NOVUS User Group meeting was, as ever, a heady mix of business and pleasure. Opened by Ken Ward, IT Director of Alford Page & Gems and Chairman of the User Group, the meeting commenced with a welcome to the newest member companies—Afro-Asian Insurance Services, Alpha Reinsurance Brokers and TCRU.

Marek Cropper then demonstrated the latest 'State of the Art' development from Morning Data - the Command Console. This feature brings a new level of confidence and re-assurance to NOVUS users that they will not be caught off-guard by requirements of the FSA or other authority to complete any given task within a prescribed time-frame. The feature was designed to take account of FSA requirements to acknowledge claims within 5 days and take brokerage within 25 days, however Lolu Adekeye of AGM (IT) of Nigeria Reinsurance saw the other areas of application within an African context.



Marek then confirmed the happy event of the 'birth' of Morning Data's latest baby - SUNRISE - a name which would grow in significance throughout the day.

Phil Collins demonstrated the new user friendly Support Website which allows all users to report and monitor URM's (User Requested Modifications) and discuss industry topics whether or not they are software related.

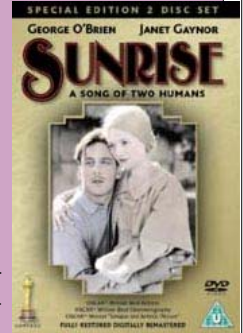
After the usual yummy lunch the Briantspuddle Olympics commenced with guests arranged in pairs within two teams - The DEBITS and The CREDITS for the afternoon of mental and physical challenges of a kind not seen in Athens. The winning side (the DEBITS, by a whisker!) demonstrated an unlikely combination of skills in Giant

Jenga, Race Ping Pong, Quick Croquet, Countdown and a familiarity with the correct location of every country and capital city in Africa.

A certain gentility was then restored with tea and cake and a short walk to the village hall for the highlight of the day. We were confident that none of our guests would have experienced anything similar. Advance re-assurance had been made that it would not involve getting wet, making a fool of oneself



or being shot at with ink pellets! In fact it was a silent, 1927, black and white movie titled, so appropriately, "SUNRISE". A stunning piano accompaniment from Steven Horn, the UK's leading movie pianist, echoed every twist and turn of the story, a rural man (George O'Brian) starts an affair with a sophisticated temptress from the city (Margaret Livingston), who convinces him to kill his wife (Janet Gaynor) and make it look like an accident so he can run off with her. Nothing goes as planned, and the energetic, complex story that follows is alternately romantic, joyful, sexy and terrifying!



The film won the Academy Unique and Artistic Production award. Gaynor won her first Oscar both personally and the first female winner. "SUNRISE" was a ground-breaking achievement in its day and at Morning Data we are confident that our very own SUNRISE is an equally State of the Art Production.

After much elevation of spirits only a magnificent supper could bring us all down to earth.

Blarney from the Bean Counters

On the 9th November, 2004 the first meeting of the NOVUS user group finance sub-committee took place at the offices of Alford Page and Gems. For some time it had been considered important by several members of the user group and by Morning Data themselves that there should be an opportunity for those who deal primarily with the accounting and financial aspects of NOVUS to be able to get together and hold discussions, in the light of FSA regulation, compliance with Companies Acts and regulated accounting practices.

The meeting was well attended and issues covered included the application of section G, FRS 5 and

the translation of exchange gains and losses. The next meeting will look more deeply into the issues surrounding FSA compliance and its consequences for NOVUS.

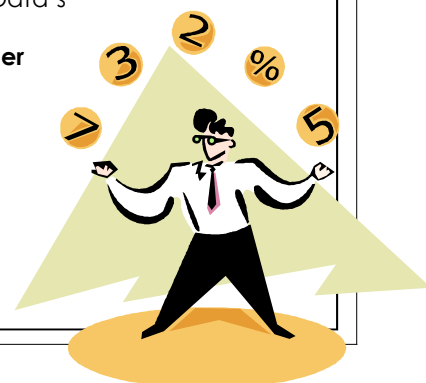
Those who have been part of the NOVUS user group for some time will be aware of the benefits that can be derived, the friendships that can be fostered and the camaraderie that can be engendered, when they know there is a group of like-minded people on whom they can call for help and advice.

Chris Gems of APG said "I found the NOVUS (Finance) User Group meeting extremely useful; it was one of the most important meetings in the development

of the financial side of NOVUS and the input from Macnair Mason was invaluable."

The next meeting is scheduled for Feb 05. For a copy of the agenda or the minutes of these meetings, please visit Morning Data's website.

Paul Farmer
(Chairman)
Alpha
Brokers



The Granary
The Old Dairy
Briantspuddle
Dorset
DT2 7HT

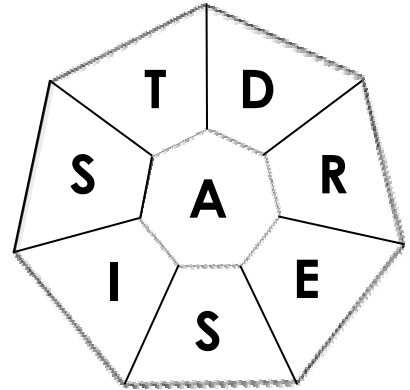


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Try the Tower Puzzles
(we don't just write software...)

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How many words with 4 letters or more can you make from the above, all including the letter "A" and not using plurals.

The score to beat is



ACROSS

- 4 Accept Purchase (3)
- 8 Fashionable right certain to be contained by this risk-taker (7)
- 9 Record (5)
- 10 British article only without love in this city (5)
- 11 Listening devices, on arrival back dated (7)
- 12 Information gone astray (4,4)
- 14 Music set free by these? (4)
- 15 Sounds like holy Chocolate (4)
- 16 Tactic of the suspicious assessor (3,2,3)
- 20 Transported, raced with it inside (7)
- 21 Land in Italy (5)
- 23 Movement in one direction but split after short time (5)
- 24 Cap to hold the widow's portion but not for long (7)
- 25 Look both ways (3)

DOWN

- 1 Coming up on science base turned over balance (6)
- 2 Employs American quarters (4)
- 3 Devil had right to be a mate (6)
- 4 Organise a splendid Brut - at home? (13)
- 5 Longs for ages without number (5)
- 6 Plan for messy home to contain wrong animal for example (8)
- 7 Believes though turns red after time (6)
- 13 Men in uniform protecting religious occasions? (8)
- 15 May get stripped in groups (6)
- 17 Punctual one holding little tiger (2,4)
- 18 Find part of a rug and carpet in this African Country (6)
- 19 Idiots changing the china (5)
- 20 Approve though betray English (4)

Who Said:

"He who binds to himself a joy
Doth the winged life destroy;
But he who kisses the joy as it flies
Lives in eternity's sunrise"



The answers to all of these can be found on our website.

www.morningdata.co.uk