

IUMI Professional Partners (IPP) Guidelines for IPPs

Eligibility – Who may apply for IPP membership?

Direct third party firms and companies that are technical suppliers to the marine insurance industry.

The core business of the applicant has to support the marine insurance industry. A connection between the business / products / services of the applicant and the business of marine insurers is needed.

The IPP membership is an educational function not meant as a marketing / sales opportunity to IUMI members. Its target is not to promote the IPP's business / products / services directly. Moreover it's meant as a relation of mutual benefit:

- Enabling the IPP to get in close contact and longstanding relations to the marine insurance industry and to understand the challenges and demands of the industry and to show the superior skills of the IPP in its field of business.
- Enabling marine insurers to learn about and cooperate in particular topics where the IPP is specialized on and marine insurers have an interest in.

Who may NOT apply for IPP membership?

- Brokers
- Reinsurance brokers
- Firms/companies directly insured by marine insurers, such as shipbuilders, freight forwarders or similar

Categories of IPPs

- Legal/Law firms
- Surveying/Adjusting firms
- Business Intelligence
- Software and Data Providers / Analysts

Membership Restrictions

- No IUMI Council Membership
- Cannot serve as a Technical Committee chairman nor vice chairman
- Cannot be a member of the Executive Committee nor the Nominating Committee



Current Annual Fee

- EUR 11.000 per year;
- 10% discount applies if a 3 year deal is signed - membership fee paid annually.

Membership

- Membership is per calendar year and subject to 30 days cancellation by each party. The annual fee is not subject to a pro-rata return.
- Membership can be revoked at the discretion of the IUMI Executive Committee by tendering 60 days' notice prior to 31st December of each year.
- The IUMI Executive Committee is at liberty to restrict the maximum number of IPPs. The IUMI Executive Committee is also at liberty to restrict the number of IPPs from a certain country / region or a certain field of business.

Privileges

- Becoming a member of the IUMI community.
- Admittance of up to 3 representatives at IUMI's annual conference, subject to payment of the 100% regular registration fee per representative.
- Eligibility – at the discretion of the respective chairman (needs to nominate the candidate) and in case of election by the IUMI Council – to join one of IUMI's Technical Committees as ordinary member.
- Combined membership package; including a 25% discount for annual conference sponsorship options within IPP package (to be agreed with the hosting national organisation).
- Access to IUMI's password protected website sections (statistics, database etc).
- Will be named on IUMI's webpage, including their company logo and a link to the IPPs own website.
- One page advertisement in the conference package prepared by the IPP and approved by the secretary general.
- Invitation to participate in IUMI's "First Timers Reception" on Sunday, before the official opening of the annual conference.
- One "IPP presentation" slot of 10 minutes during the annual conference, (not to accumulate with guest speakers assignment) – subject to availability.
- IPPs to receive preference over non-IPPs for conference speaker slots. (on the basis of them having the requisite technical expertise)
- Possibility to run projects / working groups together with IUMI Technical Committees on certain topical issues relevant for IUMI and its membership.
- Regular newsletter "IUMI Eye" – IUMI will publish a minimum of one article contributed by each IPP per annum (to be overseen by the Secretary General). Each IPP to be allowed to take free advertising space in each newsletter.
- Possibility to hold IUMI webinars on topics relevant to IUMI's membership.

Rules

- Respect conference agenda and protocol.



- IPP functions or meetings not to conflict with conference programme, social events or any other conference of interest.
- No abuse of IUMI conference or IPP privileges.

How to Apply for IUMI Membership

There are two options:

1. IPPs direct their written application by using the IUMI Application Form to the IUMI Secretary General (lars.lange@iumi.com). The Secretary General will check the eligibility of the applicant and – if so – forward to the responsible IUMI Executive Committee Members for final approval.
2. Contact a national IUMI member association. Application will be confirmed by Secretary General on behalf of the Executive Committee. The Secretary General will be pleased to answer any queries related to IPP membership.

These guidelines can be changed at the discretion of IUMI's Executive Committee

Lars Lange
IUMI Secretary General
Hamburg, May 2018