

# PHILLIPPA ROSS & CO.

## Reinsurance Consultancy and Reviews

Mrs Phillippa C. Rowe M.A., F.C.I.I., F.A.E., Q.D.R. Chartered Insurance Practitioner  
Jeremy H. Rowe. F.C.I.I., Chartered Insurance Practitioner

### CURRICULUM VITAE

Jeremy Houghton Rowe FCII  
Chartered Insurance Practitioner

### Skills Profile

Jeremy Rowe has a strong London Market/Lloyd's Reinsurance background, with over twenty years working in the market as a business practitioner, reinforced by nineteen years as a consultant to the market. Specialising in reinsurance, particularly accounting and technical aspects, and business systems analysis, he has worked for Price Forbes, Bland Welch, E W Payne and Sedgwicks, Sherwoods Computer Consulting Services and Cassidy Davies Limited, and is now Managing Partner of Phillippa Ross & Co.

### Career History

- 1991 to date      Phillippa Ross & Co: Managing Partner and Consultant (self employed)  
                    Phillippa Ross & Co. is a consultancy, founded in 1989, providing professional services to the non-marine insurance and reinsurance market. As Managing Partner, Mr Rowe has been responsible for all management, planning, administration and financial control of the firm including of course specification, design, purchase and management of our own systems. (His consulting activities for the firm are listed later.)
- 1988-90      Cassidy Davis Ltd, a Lloyd's managing agency: Computer Systems Manager  
                    Wrote a detailed business systems specification for the syndicate's entire underwriting operations, including the outwards reinsurance arrangements, which involved detailed liaison with staff at all levels, and presentation of proposals to board. Drafted resulting specification and oversaw proposals through to completion of tender stage. Also acted as Data Manager, overseeing all aspects of running the computer department. Responsible for design and implementation of disaster recovery plan.
- 1987-88      Sherwood Computer Services, a leading supplier of software to the Lloyd's market: Senior Account Manager  
                    Responsible for senior level dealings with Lloyd's market clients, interpreting client needs and specifying system requirements to Sherwoods; trouble shooting and general client liaison and management. Oversaw successful migration of clients' systems and data to new Sherwoods "Slipstream" operating system. Clients included Kiln group.
- 1973-87      Bland Welch Reinsurance Brokers Ltd which, after various mergers, became E W Payne Ltd., a leading reinsurance broker, and in turn merged into Sedgwicks.

## PHILLIPPA ROSS & CO.

By 1978 he had responsibility for the work of 17 people and ran the technical accounts department of the International Division of Bland Payne. In 1980 he became Systems Manager and held various management posts culminating, in 1985, in that of Applications Planning Manager, defining computer systems requirements for the whole company – approximately 1000 employees. Travelled abroad three times to advise companies on their reinsurance systems.

1969-73 Price Forbes & Co Ltd., insurance brokers.  
Joined as a clerk processing insurance and reinsurance technical accounts.  
Reinsurance broker for the last two years.#

### Recent consulting activity

As a matter of policy at Phillippa Ross & Co we do not reveal the names of our clients. Jeremy's available time for consulting projects has of necessity been constrained by hours devoted to acting as Managing Partner. Specific consulting assignments consist of both technical reinsurance and business systems matters, and sometimes a mixture, and have included:

2007 For an accredited on-line training organisation, updated a reinsurance training package.

2006 For a mediation services provider, specification and design of a system for the administration of a mediation scheme for a federation of British companies. For an accredited on-line training organisation, created a reinsurance accounting training package.

2005 For an accredited on-line training organisation, created a reinsurance training package.

2003/4 For the senior partner of Phillippa Ross & Co., internal assistance (for senior partner acting as expert witness in a reinsurance arbitration): technical reinsurance advice as to the inter-relationship of proportional treaties and excess of loss contracts and their operation in an international non-marine programme. (Expert evidence accepted by the tribunal and formed the basis of their decision.)

2001/2 For a Lloyd's Managing Agency group, Complete internal business systems review of procedures and accounting within subsidiary group company, proposals and presentation to client for improvement of business systems to ensure compliance with Lloyd's then core principle No.9 (Internal organisation). (recommendations approved by Lloyd's and implemented by client.)

1997 For Lloyd's syndicate, medical insurances binding authority system audit and proposals. (Systems recommendations were adopted.)

1994 For leading Lloyd's Underwriters, systems review and design for Lloyd's Estate Protection Plan. (Outcome unknown.)

1993 For a Lloyd's managing agency, investigation into discrepancies in technical reinsurance accounts between broker's presentation to reinsurance underwriters and ceding company's renewal figures. Identified broker's systems failures. (Potential dispute resolved; systems failures recognised.)

1991/2 For a London Market aviation company, represented by leading solicitors Advice on interpretation and correction of proportional aviation reinsurance treaty technical accounts. (Dispute resolved on the corrected figures presented.)

## **PHILLIPPA ROSS & CO.**

### **Dispute resolution**

Mr Rowe is a panel member of ARIAS (UK) and currently a member of the British Insurance Law Association and of the Society of Fellows of the Chartered Insurance Institute.

From 1993 to 1999 he was an Associate, by examination, of the Chartered Institute of Arbitrators, a member of its Insurance Special Interest Group and Treasurer of the Northumbria Branch of the Chartered Institute of Arbitrators.

### **Other activities**

Mr. Rowe was Secretary of Weardale Chamber of Trade for three years, and for one year its Vice Chairman.

In 2009 Mr Rowe was appointed a director of The Bedford School Foundation, a company with charitable status.

### **Publications**

"Will You, Won't You?" : ReActions, September 1991 (with Phillippa Rowe)

"Engaging Expectations" : ReActions, October 1991 (with Phillippa Rowe)

(Two articles on the use of independent consultants by reinsurers)

### **Qualifications**

1973	Associate of the Chartered Insurance Institute (ACII)
1975	Fellow of the Chartered Insurance Institute (FCII)
1989	Chartered Insurer
1992	Chartered Insurance Practitioner (change from Chartered Insurer)
1993	Associate of the Chartered Institute of Arbitrators (ACI Arb)
1991	Panel Member of ARIAS(UK)

### **Contact**

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