

The International Union of Marine Insurance (IUMI) traces its roots back to 1874 and has been at the heart of the marine insurance sector ever since.

The organization has 49 national (marine) insurance associations as members, and its aim is to protect and advance the interests of those members. It also acts as a single authoritative voice to represent and enforce the views and positions of the global marine insurance community with national and international government and regulators. Its annual conference provides an essential annual forum to discuss and exchange ideas, information and statistics of common interest. The IUMI newsletter, press releases and position papers give continuous information, updates and opinion to the membership and third parties.

In an effort to broaden the debate and exchange expertise and ideas within the marine insurance sector, the decision was made to create the opportunity for those businesses which provide a wide range of services to marine insurers to engage with the IUMI membership on a more formal level. This led to the creation of a new membership category: the IUMI Professional Partner (IPP).

The aim is to enable IUMI's members to access the expertise of our IPPs and in turn, to provide access for the IPPs to the broad membership of IUMI: not only during the annual conference but at other times too. IUMI's membership shall benefit from enhanced relationships with those IPPs.

IPPs have the opportunity to join the wider IUMI debates on the core issues affecting the market and to help ensure that IUMI's position is fully representative of the insurance market as a whole.

Our IPP membership is open to four categories of third party firms and companies that are technical suppliers to the marine insurance industry.

These are:

- Legal/Law firms
- Surveying/Adjusting firms
- Business Intelligence
- Software Providers.



The IUMI Professional Partner programme

Become an IPP... and benefit from unrivalled access to the world's marine insurance underwriters.

IPP membership to IUMI brings with it a wide range of benefits.

a. Access/Participation

- It provides firms with a clear and visible membership of the IUMI community
- It brings with it eligibility to be invited to become a member of one of IUMI's seven Technical Committees
- IPPs can send two representatives to IUMI's annual conference
- The receipt, upon request, of an advance list of conference attendees
- An invitation to participate in IUMI's 'First Timers' Reception' at the conferences.

b. Marketing

- IPPs enjoy up to 25% discount on the whole range of annual conference sponsorship options
- The opportunity to feature on IUMI's IPP webpage, including a link to the IPP's own website

- A full page advertisement in the conference package
- The ability to contribute a minimum of one article per annum to the IUMI quarterly newsletter, IUMI Eye
- Free advertising space in each newsletter
- Each IPP can also take advantage of free branded advertising space and weblinks on IUMI.com

c. Market intelligence and knowledge transfer

- IPPs have the ability to receive and present information via exclusive access to the IUMI conferences and committees
- The opportunity to host a 'presentation' slot of 10-15 minutes during the IUMI conference

- IPPs will take preference when it comes to participating and presenting in the conference sessions, when technical committee chairs are seeking external speakers on a particular topic.

Fees

The current annual fee to become an IPP is EUR 10.000. There is a 10% discount applied if a three-year deal is agreed and signed with the membership fee paid annually.

Eligibility - Who may apply for IPP membership?

IPP member is open to direct third party firms and companies that are technical suppliers to the marine insurance industry, and are eligible to become one of the exclusive group of IUMI

IPPs. Details up to the IUMI "IPP Guideline" in its latest edition as published on the IUMI homepage.

How to apply for IUMI Membership:

You can apply for membership in two ways:

1. Send your application, with supporting information, to the Secretary General of IUMI:
lars.lange@iumi.com
- or
2. Contact your local IUMI member association. Applications will be confirmed by the secretary general on behalf of the executive committee. The secretary general will be happy to answer any query related to IPP membership. The application form is available on the IUMI homepage in the IPP section.