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## Message from the CEO



It's been an action-packed last three months both for me and for LIXI, starting with the LIXI Forum during my second

week in the position and accelerating from there! 2009 is looking like a highly productive year for LIXI, with the strong backing of the Board of Directors and with great feedback from the members

we should be able to move forward with a number of projects. I mention below that there are already five communication events on the radar, and LIXI will have some role to play in a couple of pilot implementation projects as well.

The Christmas season will be upon us shortly and I would like to take this opportunity to extend my warmest regards to all our members and wish you all a very merry Christmas and a happy and prosperous New Year.

Erik Fenna  
LIXI CEO

## LIXI Annual General Meeting Connects the Way for the Future

LIXI Annual General Meeting Connects the Way for the Future LIXI held its AGM in Sydney on Thursday 13 November 2008, capping off a year of major developments for the group. The AGM, and the Evening Series strategy session that followed, reaffirmed that LIXI is not just on the right track in the eyes of our members, but is setting a new path for leadership in the industry.

The LIXI Board elections saw the return of all seven sitting members including Chairman John Hearne, Chris Carn, Nick Carr, Simon Elwig, Joanne Mather, Phil Naylor and Mike Thanos.

In addition, three new directors were elected including Curtis Brager, Simon Libbis and John de la Torre.

Former directors, Sean O'Brien and Neil Edwards, who retired prior to the AGM, were thanked for their contribution to LIXI by the Board and Chief Executive.

At the Evening Series strategy session LIXI received some tremendous feedback

from the members present. Our work on technical projects and issues surrounding intellectual property and funding all received strong endorsement from our membership base.

With a LIXI Board member hosting each table of the Evening Series discussions, we received a very high level of constructive contributions. The output from each group allowed the Board, especially our newly elected directors, to garner a wide range of industry feedback and to obtain a broader perspective of the issues.

The clearest message we received is that LIXI members are pressing for more direct assistance with implementation from LIXI. Assistance with or supporting of consulting or direct implementation services is a clear growth path for us. Even more so, the LIXI membership is expressing a view that LIXI does have a role in this and is not just a standards body.

All in all, both the turnout and the contributions were a strong affirmation of LIXI's ongoing role in the industry.

### Contact us

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### Newsletter contributions

LIXI @ Work is keen to hear from members with implementation experience or other news. If you would like to share any insight with the LIXI group please send us an email to :  
admin@lix.org.au.



# Products Distribution Advisory Panel



LIXI held an Advisory Panel discussion on 25 November, kindly hosted by the Pisces Group at their new head office. The panelists included Ganesh Radhakrishnan (Smartline), Vincent Turner (Pisces), Eric Handbury (IRESS), Tim Hibberd (Smart Services CRC), Joanne Reid (Solution4) and Jim McVey (NAB). Aggregators and industry service

providers were well represented, however the lenders were rather under-represented. St George Bank and NABbroker were present and provided valuable contributions to a lively discussion.

The panel and audience discussed various factors around the distribution of lending product rates and fees

to recipients – aggregators and application service providers. Debate revolved around the potential for a third party intermediary versus the support of lenders to provide this information themselves.

The aggregators universally agreed that there will be real and realizable benefits with products data distribution, particularly in the areas of accuracy and timeliness to market, in the light of imminent regulation. Cost efficiencies would be available in the current context, with potential for more efficiencies as the standard expands to cover the complete product information set.

All LIXI members are welcome to participate in the Products Distribution discussions, for further information contact [admin@lixi.org.au](mailto:admin@lixi.org.au)

## Upcoming Events

With the strong support for the panel discussions and Evening Series events throughout 2008, LIXI is already proposing a number of sessions for 2009. Tentative events and dates include:

- A follow-up Valuations advisory discussion on the inclusion of AVM's in the Valuations standard, February 17th
- An advisory panel discussion on

implementing a distribution systems for Commissions, March 3rd

- A presentation and discussion on how lending risk analysis is impacted by comprehensive (positive) credit reporting, March 19th
- An update on the Products distribution discussion
- And of course the 2009 Annual LIXI Forum

These events are open to all LIXI members, interested participants should get in touch with Lisa Mills at [admin@lixi.org.au](mailto:admin@lixi.org.au)

## Sponsorship

LIXI welcomes sponsors for all events. These events are attended by an audience with a specific interest in the presentations and hence they are the perfect forum to reach with a targeted marketing message. Promotional opportunities of various kinds are available, please contact [marketing@lixi.org.au](mailto:marketing@lixi.org.au) to get further details.