

Olivetti no risk for Lloyds brokers

3B Computers ordered in £900,000 contract

With the Gulf shipping lanes so much in the news of late, we should all spare a thought for the Lloyds syndicate members who bear the ultimate insurance risk.

For whether a syndicate has taken part of the risk on a ship or a satellite, the bottom line is that the syndicate members pay up in the event of a loss! Small wonder then, that risks are very carefully calculated by computer.

Olivetti has been supplying total solutions to the Lloyds broker market for 5 years. In the early days, we installed Line One systems, but these were gradually superseded by UNIX-based 3B systems.

In September the Commerce & Industry Division signed a contract worth over £900,000 with one of the largest brokers, PWS. PWS is to install 3B2/600 and 3B2/400 computers at its offices in the City and Cheltenham with a total of 100 screens. Making use of the Remote File Sharing facility offered by the latest release of the UNIX operating system, users will be

able to access any information they need, whether they are in London or Cheltenham.

British Olivetti is also installing its PDS (Premises Distribution System) wiring network at PWS's premises; and the London, Cheltenham and Guernsey offices will be linked via our ISN (Information Systems Network).

There are relatively few Lloyds brokers - no more than 250 - and the numbers are shrinking as the smaller brokers find that they cannot compete and are bought out by the larger firms. A computer suppliers' reputation can be quickly built up or destroyed on the City grapevine and they cannot afford to make mistakes. It is a credit to the Commerce & Industry Division that they have developed new systems to suit this changing market and maintained their good reputation.

Where we were once dealing with systems worth as little as £10,000 we are now looking at a market for six-figure contracts.



The underwriting room at Lloyds, showing the casualty book and famous Lutine bell.
Photo courtesy of Lloyds of London

Olivetti keeps ahead in desktop CAD

'Desktop CAD' has become one of the latest industry buzzwords. The market for such systems is becoming increasingly competitive. It was worth £2 billion in Europe last year and is growing at 50% per annum.

Within a few years, every designer, engineer and architect will have a workstation on his desk and will probably be on a network which will give him access to shared information and databases.

Desktop systems now form an integral part of the Scitech Group's strategy for CIM (computer integrated manufacturing) systems, a strategy now being more actively promoted following the appointment of Liam Mailey as marketing executive for the Group to work alongside John Skinner's sales team.

The PE24 and PE28 personal engineering workstations have played an increasingly important role in our CIM strategy since their launch in 1985. The PE workstations, which are based on the M24SP and M28 micros can run industry-standard third-party CAD/CAM software, either as stand-alone workstations or as intelligent terminals to larger systems.

The evolution of the PE range is assured by Olivetti's commitment to market standards, and recent PE product announcements give the company a tremendous opportunity to establish itself as a leader in this market.

'Most of our competitors have introduced UNIX-based systems which has been the only operating system offering the memory and speed required. But desktop CAD really needs an efficient single-user operating system with no restrictions on memory capacity and which can be networked and run background tasks like printing - in other words OS/2. It's a case of horses for courses, and that the new PE38 will give us a keen competitive advantage,' says Liam Mailey.

AGM announces continuing success

1986 was described by Group Chairman Carlo De Benedetti as, "an important year in terms of economic performance, given the growing uncertainty and lack of continuity on the international market" when he spoke at the AGM of the British Olivetti's parent company Ing C Olivetti & C, SpA last June.

Mr De Benedetti announced the 1986 results for the Olivetti Group. These included the following figures: revenues £3.45 billion (Lire 7316.9 billion) up by 19.2% on 1985; net income £267 million (Lire 565.5 billion) up by 12.3%.

In his report, Mr De Benedetti pointed out that the 1986 results were achieved



Olivetti Group chairman and chief executive, Carlo De Benedetti.

against a background of the falling Dollar which has a negative effect on revenues and income.

Investments in automation and production equipment were continued throughout the year and totalled £195 million. £184 million was invested in research and development projects which included the new line of personal computers which was introduced in June 1987.

Indications that 1987 will be another good year for the Group were given when Mr De Benedetti revealed that Group revenues for the first five months of 1987 stood at £1.04 billion (Lire 2198 billion) which was 1.8% up on the same period of 1986.