



**ARIAS-U.S. 2017 Fall Conference  
Request for Proposals Submission Guidelines and Application**

Proposal Submission Deadline: **July 10, 5:00 p.m. ET**

For questions or comments, contact Joyce Arawole at ARIAS-U.S. at [jarawole@arias-us.org](mailto:jarawole@arias-us.org) or 703.260.7515.

**Overview – Beyond the Traditional Reinsurance Arbitration –“Non-Traditional Disputes”**

ARIAS-U.S. is seeking dynamic, relevant, and interesting content for the 2017 Fall Conference to be held November 2- 3 at the Marriott Marquis in New York. The planning committee is looking for presentations beyond the traditional reinsurance arbitration. While many reinsurance disputes involve the collection of long tail asbestos or environmental losses, at this conference, we plan to highlight other "non-traditional" disputes which can be and often are resolved through arbitration. These might include disputes involving a diverse array of products, businesses or lines, including disputes between policyholders and insurers as well as MGA, agency and/or broker disputes, workers compensation and/or life reinsurance disputes, structured finance disputes and other disputes focused on financial matters, disputes involving captives, Bermuda Form arbitrations and others.

ARIAS-U.S. is seeking submissions for 45 to 60 minute interactive presentations in a General or Breakout session format. Submissions should be interactive, skill-based and/or audience participative or other forms of presentation that encourage interaction and lively discussions. Special consideration will be given to proposals that incorporate unique presentation formats. The ARIAS-U.S. planning committee may also provide suggestions for enhancing the panel and overall conference experience for participants. The planning committee is looking to avoid “talking head” presentations for the Fall Conference and invites submissions that fit within the listed conference themes that explore specific challenges, topics and issues in-depth. Please review the details and guidelines of this RFP process thoroughly before proceeding.

**Guidelines for Submission**

- Proposals may be submitted for targeted member audiences (i.e. Arbitrators/Umpires, Company Representatives, and Counsel).
- Presentations will be considered based on quality of topic, introduction of new and innovative concepts, importance of the subject-matter to insurance/reinsurance arbitration, and appeal to the target audience(s).
- The lead presenter organizes the presentation and is responsible for submitting the proposal application, forming the group session, moderating the session and leading the discussion.
- This request for proposals is open to all ARIAS-U.S. members and non-members. Interested parties may submit more than one proposal at a time.
- ARIAS-U.S. may request a submission be revised to better fit the conference agenda or combined with another presentation where appropriate.
- Submissions accepted must agree to adhere to a timeline provided by ARIAS-U.S. to submit conference materials, including PowerPoint presentations, and supplementary materials in advance of the conference.
- Speakers are strongly encouraged to submit an article for the quarterly journal based on their presentation or related to the topic's focus area.
- All individuals accepted to present in any of the presentation types must be registered by the presenter registration deadline. *Please note: no registration or payment is necessary to submit a proposal. Only those accepted will be required to register.*
- Speakers are responsible for their own travel, room, board, incidental, and registration costs
- Completed proposal application must be submitted electronically by 5:00 pm ET on **July 10, 2017** to Joyce Arawole at [jarawole@arias-us.org](mailto:jarawole@arias-us.org).

**ARIAS-U.S. 2017 Fall Conference Submission Application**

**SUBMISSION DEADLINE: July 10, 5:00 p.m. ET**

Email all completed applications to Joyce Arawole at [jarawole@arias-us.org](mailto:jarawole@arias-us.org)

**Proposal Timeline:**

Proposal Submission Opens: June 19, 2017  
Proposal Submission Closes: July 10, 2017 by 5:00 p.m. ET  
Submission Status Notification: July 25, 2017  
Speaker Confirmation Deadline: August 1, 2017

Please type your responses and ensure that all fields are complete before submitting the application. All questions concerning this process should be directed to [info@arias-us.org](mailto:info@arias-us.org).

**CONTACT INFORMATION**

**1. CONTACT INFORMATION:**

Please complete the contact information for the main speaker/ submitter of this proposal. This person will be notified regarding the status of the proposal submission. **Note:** If your presentation includes a co-speaker or panelists, you must submit "Speaker Information" for ALL of the presenters.

<b>Full Name:</b>	<b>Daniel Garrie</b>
<b>Title/Position:</b>	Forensic Neutral, Discovery Referee, Arbitrator with JAMS
<b>Telephone Number:</b>	<b>213-253-9706</b>
<b>Email Address:</b>	<b>dgarrie@jamsadr.com</b>

**PRESENTATION INFORMATION**

**1. SESSION FORMAT:**

Presentations may be designed for one or more presenters in either a general session or breakout session format.

- Interactive Panel Session: 45 – 60 minutes
- Alternative Format: If there is an alternative format that you would like to explore, please explain

**A. Please select the presentation format for your proposed session by clicking on the gray box below:**

<input checked="" type="checkbox"/>	Interactive Panel Session
<input type="checkbox"/>	Alternative Format – Please explain:

**B. Will this be planned as a general session or breakout?**

- General Session (Large conference audience up to 400): 45 - 60 minutes
- Breakout Session (Small group concurrent sessions of up to 100 people in a room): 45 – 60 minutes

<input checked="" type="checkbox"/>	General Session	<input checked="" type="checkbox"/>	Breakout Session
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**C. Please provide the technology that you plan on using, if any (PowerPoint, live polling, other?). Please note that audiovisual requests only apply to general sessions:**

PowerPoint with live polling.
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**2. CONFERENCE THEME AND FOCUS**

We encourage proposals focused on a variety of topics that relate to the general themes provided below. The planning committee is looking for presentations beyond the traditional reinsurance arbitration. While many reinsurance disputes involve the collection of long tail asbestos or environmental losses, at this conference, we plan to highlight other "non-traditional" disputes which can be and often are resolved through arbitration. These might include disputes involving a diverse array of products, businesses or lines, including the following below. Please select topic focus by clicking on the gray box below:

<input checked="" type="checkbox"/>	Disputes between policyholders and insurers, MGA, agency and/or broker disputes
<input type="checkbox"/>	Workers compensation and/or life reinsurance disputes
<input type="checkbox"/>	Structured finance disputes and other disputes focused on financial matters
<input type="checkbox"/>	Disputes involving captives, Bermuda Form arbitrations and others
<input checked="" type="checkbox"/>	Other disputes – please describe:

The conference planning committee is interested in providing fresh and relevant content to keep conference participants engaged. Please answer briefly, the following questions below to help us understand the focus and relevance of your submission to current events and issues within the selected conference topic.

- A. What is the specific topic you are proposing and why?  
 I propose a presentation on cyber insurance coverage arbitration. I think this is a growing area in the field that requires a different approach and strategy for all players mediating cyber driven disputes.
- B. What makes this topic of interest to the conference audience?  
 This topic is interesting because there is lot of policies being written but very few individuals who have substantial real-world experience and expertise, technical and ADR, in mediating complex cyber insurance coverage disputes. It is even more narrow when you move beyond mediating the consumer class actions.
- C. Why is it relevant? Are there any current events or articles you can share?  
 This is very relevant because more and more breaches happen every day. I am going to refrain from providing links and simply point out the following cyber incident in the past six months: UK advertising firm WPP, US-based pharmaceutical company Merck, multinational law firm DLA Piper, Danish shipping company A.P. Moller-Maersk, Russian oil company Rosneft, Pennsylvania hospital operator Heritage Valley Health System, Netherlands-based shipping company TNT and French construction materials company Saint-Gobain, 15 Dutch hospitals, Delta Airlines, Southwest Airlines, British Airways, and many others.
- D. How does this topic impact the business of reinsurance arbitration?  
 It is certain that reinsurance arbitration is going to be compelled to confront cyber coverage issues. As an arbitrator, I know that reinsurance issues presented by data security breaches and other cyber liabilities are starting to come to the forefront and it is critical that the industry be educated on best practices and techniques on how to effectively and efficiently arbitrate these reinsurance issues.

**3. TARGET AUDIENCE:**

Proposals may be submitted for targeted member audiences (i.e. Arbitrators/Umpires, Company Representatives, and Counsel). Please select the target audience(s) by clicking on the gray box below:

<input checked="" type="checkbox"/>	Arbitrators / Umpires
<input checked="" type="checkbox"/>	Company Representatives
<input checked="" type="checkbox"/>	Counsel

**4. SESSION TITLE:**

Everything You Need to Know About Arbitrating and Resolving Cybersecurity Coverage Disputes

List the presentation title as it will appear in the conference program. Please limit to 10 words or less. Everything you need to know about mediating and resolving cybersecurity coverage disputes

**5. SESSION DESCRIPTION:**

Please provide a brief 25-50 word description of the presentation content. Describe the session in promotional terms for the registration brochure.

Learn how to arbitrate cybersecurity coverage issues from a seasoned neutral and learn key strategies and techniques unique to cybersecurity coverage issues derived from real—world experience and expertise.

**6. DETAILED SESSION DESCRIPTION:**

Please provide a detailed (no more than 300 words) description of the presentation content and how you plan to engage participants.

This presentation provides parties a framework to approach arbitration expeditiously and fairly to resolve disputes arising from a cybersecurity incident. The presentation begins by discussing what a data breach is, as well as the traditional costs associated with a breach. The presentation then examines various issues surrounding data breach litigation, specifically cyber insurance claim coverage disputes. The presentation then provides an outline for parties to utilize when mediating and arbitrating cyber coverage disputes. It also provides unique and valuable insights on what the parties (e.g., advocates and neutrals) should focus on when mediating or arbitrating these claims drawn from real-world experiences.

I plan to engage participants by having an interactive presentation and by polling to ensure they engage. =

**7. SESSION LEARNING OBJECTIVES:**

Learning objectives are a required component of the submission process so that ARIAS-U.S. can request for continuing legal education credits.

Please state what participants can expect to learn and /or do upon completion of the session in measurable, behavioral terms. **Examples of measurable words include: state, list, describe, explain, identify, name, demonstrate, etc.** [Click here for a link to examples](#)

**Please include three to five learning objectives below:**

1	List best practices practitioners should utilize in mediating and arbitrating cybersecurity coverage disputes.
2	Demonstrate how to arbitrate cyber coverage disputes.
3	Examine the benefits and issues with arbitrating and mediating cyber security coverage disputes.
4	Illustrate techniques for mediating cybersecurity coverage disputes.
5	Explain the importance of selecting the right neutral to resolve cybersecurity coverage disputes.

**SPEAKER INFORMATION**

**8. SPEAKER BIOGRAPHY:**

Speaker biographies are a required component of the submission process so that ARIAS-U.S. can request for continuing legal education credits. **Please complete a speaker biography for each presenter. For additional speakers, please copy this page.**

A. Contact Information:

Full Name:	<b>Daniel Garrie</b>
Title/Position:	<b>Forensic Neutral, Arbitrator, and Discovery Referee with JAMS</b>
Telephone Number:	<b>855-529-2466</b>
Email Address:	<b>dgarrie@jamsadr.com</b>

B. Presentation History:

Have you presented at an ARIAS-U.S. conference or seminar previously?

<input type="checkbox"/>	Yes	<input checked="" type="checkbox"/>	No
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Has this presentation been delivered before at a different conference or event?

<input checked="" type="checkbox"/>	Yes	<input type="checkbox"/>	No
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**If yes, when and where?**

I have not delivered this exact presentation at an event or a conference. I have given variations of this lecture on multiple occasions and in several CLEs offered by JAMS and Thomson Reuters.

C. Please describe your familiarity with the target audience and your expertise on this topic:

I am very familiar with the audience that will attend this presentation. I have a great deal of expertise in this area having served as a neutral to resolve cybersecurity disputes, including coverage driven disputes. In addition, I have written several substantial articles on various issues around cybersecurity coverage issues. In addition, I am coauthoring an article on current developments in cybersecurity coverage and have made similar presentations to senior legal, business, and claims executives in this area. My full bio can be found at <http://www.jamsadr.com/garrie>

D. Please provide a biography of (up to 150 words) as it will appear in the conference program.

**Daniel B. Garrie, Esq.** is a seasoned neutral retained for complex, high-stakes cases around the country, including cybersecurity insurance coverage disputes with JAMS. Judges and attorneys laud his reports for their clarity, focus, and ability to help parties settle even the most complex disputes. Mr. Garrie has garnered a national reputation for his experience at the intersection of technology and the law and is as comfortable talking with entrepreneurs, cybersecurity professionals, and developers as he is with lawyers, claims adjustors, business executives, and judges. Mr. Garrie has also authored over 200 legal and technical articles and publications. His scholarship has been recognized by several Supreme Court Justices and cited in over 500 articles, publications, and opinions. Before entering the legal world, Mr. Garrie built and sold several technology companies and served as the Worldwide Director of Discovery & Information Governance at Charles River

Associates. He is currently an Adjunct Professor of Law at Rutgers School of Law lecturing on Cybersecurity and Cyberwarfare.

Thank you for completing the Call for Proposals Submission Application. Please email all completed applications to Joyce Arawole at [jarawole@arias-us.org](mailto:jarawole@arias-us.org) by 5:00 p.m. ET on **July 10, 2017**.