



REINSURANCE SERVICES

The Reinsurance Services practice of Alan Gray, Inc. focuses on maximizing the economic value of an organization's reinsurance assets by improving cash flow, lowering arbitration and litigation costs and reducing Schedule F penalties. Utilizing a team of seasoned collections professionals fluent in current industry trends and developments, as well as having an international industry presence, Alan Gray, Inc. is in an excellent position to address the collections needs of clients on a worldwide basis. Alan Gray, Inc. currently has in excess of \$75 million of collections under management, from domestic and international cedents, including pool managers and companies under regulatory control.

Reinsurance Services Can Include:

Domestic and international reinsurance collections

Commutation support

- Develop exposure analysis and pricing
- Negotiate commutation with reinsurers

Account reconstruction and reconciliation

Billing and collections database design and development

Arbitration and litigation support including expert witness testimony

Sample Engagements:

○ A review of the commutation process and procedures for a major US ceding company was requested, including interviews with all staff involved in the process (accounting, claims, actuarial, collections and operations). An additional review of the internal written guidelines and policies was also completed. Recommendations made by Alan Gray, Inc. resulted in a strategic collection effort and the implementation of a proactive strategy used to identify financially impaired reinsurers. This directly led to the preservation and maximization of the value of reinsurance assets.

○ Reconstruction of the accounting and billing records for a property and casualty company's largest ceded program was undertaken. Reporting to reinsurers had ceased at the time that the company was placed in liquidation and no billing information was sent to reinsurers for a three year period. After reviewing the contracts, Alan Gray, Inc. determined the proper activity that should have been ceded to the various treaty layers. The accounting entries were adjusted and records were developed for the entire book of business, covering a five year period. In addition, detailed supporting documentation was developed and staff participated in the presentation to the largest reinsurer of the program, resulting in a collection in excess of \$7,000,000 prior to the year end.

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