



## **UNDERWRITING & RISK MANAGEMENT SERVICES**

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The Underwriting and Risk Management Services practice of Alan Gray, Inc. provides operational and functional consulting in support of property and casualty risk-bearing activities across a variety of specialty coverage, exposure and industry sectors. Services are performed by professionals with previous industry experience, having held such positions as insurance carrier chief underwriting and/or chief operational officer. Typical clients include insurers, reinsurers, captives, qualified self insured organizations, Managing General Agencies (MGAs) and Risk Retention Groups (RRGs).

### **Underwriting and Risk Management Services Can Include:**

#### **Program Planning**

- Development or critique of insurance program deductibles/retentions, attachments, per occurrence and aggregate limits
- Block/book of business evaluation and structural “retain versus (re)insure” analyses
- Captive feasibility studies and reinsurance design
- Capital adequacy and allocation

#### **Policy Language Support**

- New policy design and wording including creation of tailored endorsements
- Analysis of underwriting intent versus claims and coverage
- Regulatory interface and rate filing assistance
- Litigation and arbitration support

#### **Operational Services**

- Underwriting and compliance audits
- Individual account testing and review
- Strategic planning and operational consulting
- Enterprise Risk Management (ERM)

### **Sample Engagements:**

- Retained as third party peer review underwriter for Lloyds Syndicate for bound and quoted accounts (residential and commercial construction liability).
- Reviewed a series of revised contractual agreements between an MGA and carrier following a change in carrier management and updated its standard operating procedures as requested by the MGA in advance of its annual agency agreement renewal process.
- Worked with run-off surety carrier to maximize the value of recoveries from corporate and personal indemnifications.
- Developed new policy language (forms and endorsements) for an Excess and Surplus Lines carrier who wanted to integrate multiple policy coverages into one policy form.
- Analyzed Self Insured Retention (SIR) levels for a not-for-profit enterprise in conjunction with organization’s broker, as part of their annual program design review.
- Designed profitability-based contingent commission agreement for a regional workers’ compensation carrier in advance of an MGA renewal.
- Performed an audit of an MGA for compliance with carrier underwriting and pricing guidelines as requested by the carrier.

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