

Why Your Organization Needs Risk Management Advisory Services

GLOBAL ENERGY COMPANY

OVERVIEW

Location: Worldwide

Industry: Energy

Customer Profile:

Global provider of temporary power doing business in Africa, South American, and Asia. Energy provided due to temporary seasonal need or growing country demand requiring supplemental power.

Business Situation:

The client had outgrown its old property program and needed a new, more flexible program to achieve optimal savings and to provide seamless coordination with its separate transit program.

Solution:

ALS proposed moving from a traditional approach with separate property and cargo policies to a more blended program.

Product Summary:

- Marine Stock Throughput Policy

Benefits:

- Reduced Cost
- Seamless coverage
- Reduced Administration

The Situation

A large global client with expanding worldwide operations maintained a traditional, standalone property insurance policy. The company ships millions of dollars worth of equipment (stock) to its worldwide project sites and maintained a standalone cargo policy in addition to other policies. Policies were placed with different insurers, on different coverage forms with different deductibles. As a result the cost of both policies was increasing and premium savings difficult to achieve.

ALS Solution

ALS proposed a key strategy and solution: move from a traditional, Non-Marine Property program to a more blended program.

To achieve this, we recommended that static stock exposures be transferred from a Non-Marine policy to form a Stock Throughput program within the Marine Market.

We contacted a well established, experienced marine broker specializing in these programs. ALS outlined the concept, policy form structure and target pricing to the broker.

Result

ALS provided a blended program providing property and cargo coverages at a significant savings. In addition the benefits also included:

- A unified, seamless policy (stock and transit policies were now blended into a single policy)
- Open ended coverage- no imposed time limitations on storage were required
- Coverage would now be provided on a “cradle to grave” basis
- Deductible levels were lowered and uniform
- Reduced Administration