

## Transforming a 3,000-Unit Portfolio: 40% Cost Reduction Through Strategic Insurance Consolidation

### The Situation

A New Jersey–based real estate investment firm managing over 60 properties and approximately 3,000 residential units engaged ALS to review and modernize its insurance program. Over time, the portfolio had become fragmented across multiple policies, carriers, and entities, resulting in inefficiencies, coverage gaps, and excessive premium spend.

### The Challenge

The client faced several critical issues:

- 11 separate policies creating administrative complexity
- Coverage gaps and underinsured exposures
- Use of a lower-rated carrier in part of the program
- Inconsistent policy terms and exclusions
- Premiums significantly above market benchmarks

The firm needed a streamlined, cost-effective program aligned with its actual risk profile.

### The ALS Approach

ALS conducted a comprehensive, data-driven review and restructuring of the insurance program:

- Analyzed property data, loss history, and operational exposures
- Established a coordinated placement timeline across all stakeholders
- Consolidated 11 policies into a unified 3-policy structure
- Increased limits and eliminated restrictive exclusions
- Replaced lower-rated carriers with highly rated insurers
- Standardized coverage across the entire portfolio



## **The Outcome**

ALS delivered a fully redesigned insurance program that improved protection while significantly reducing cost:

- Consolidated program from 11 policies to 3
- Broadened coverage and increased limits across all properties
- Upgraded carrier quality for improved financial security
- Achieved a 40% reduction in premium, generating over \$400,000 in annual savings

## **Client Impact**

- Simplified program management and reduced administrative burden
- Eliminated coverage gaps and improved overall protection
- Strengthened underwriting profile and carrier relationships
- Achieved substantial cost savings without sacrificing coverage quality
- Created a scalable insurance structure to support future growth

## **Why It Matters**

Fragmented insurance programs often lead to hidden risks, inefficiencies, and unnecessary costs. ALS delivers strategic consolidation and optimization—aligning coverage, carriers, and cost structure to create a more resilient and efficient insurance program.

