

## UNDERWRITING & RISK MANAGEMENT SERVICES

The Underwriting and Risk Management Services practice of Alan Gray LLC provides operational and functional consulting in support of property and casualty risk bearing activities across a variety of specialty coverage, exposure and industry sectors. Alan Gray LLC's professionals are experienced in handling international underwriting portfolio management, product and process creation, underwriting audit testing, and actuarial pricing and profitability analysis. Typical clients include insurers, Reinsurers, Captives, qualified Self Insured organizations, Managing General Agencies (MGAs), Coverholders, Venture Capitalists, and Risk Retention Groups (RRGs).

### Underwriting and Risk Management Services Can Include:

#### Operational Services

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

#### 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

### Sample Engagements:

- Performed an underwriting audit, business plan assessment and actuarial profitability analysis for potential investment in a Commercial Lines Underwriting company as requested by a Venture Capitalist firm.
- 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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