



# Portfolio Solutions

Schemes | Preferred Insurer Panel | MGA | eTraded | Delegated Authority

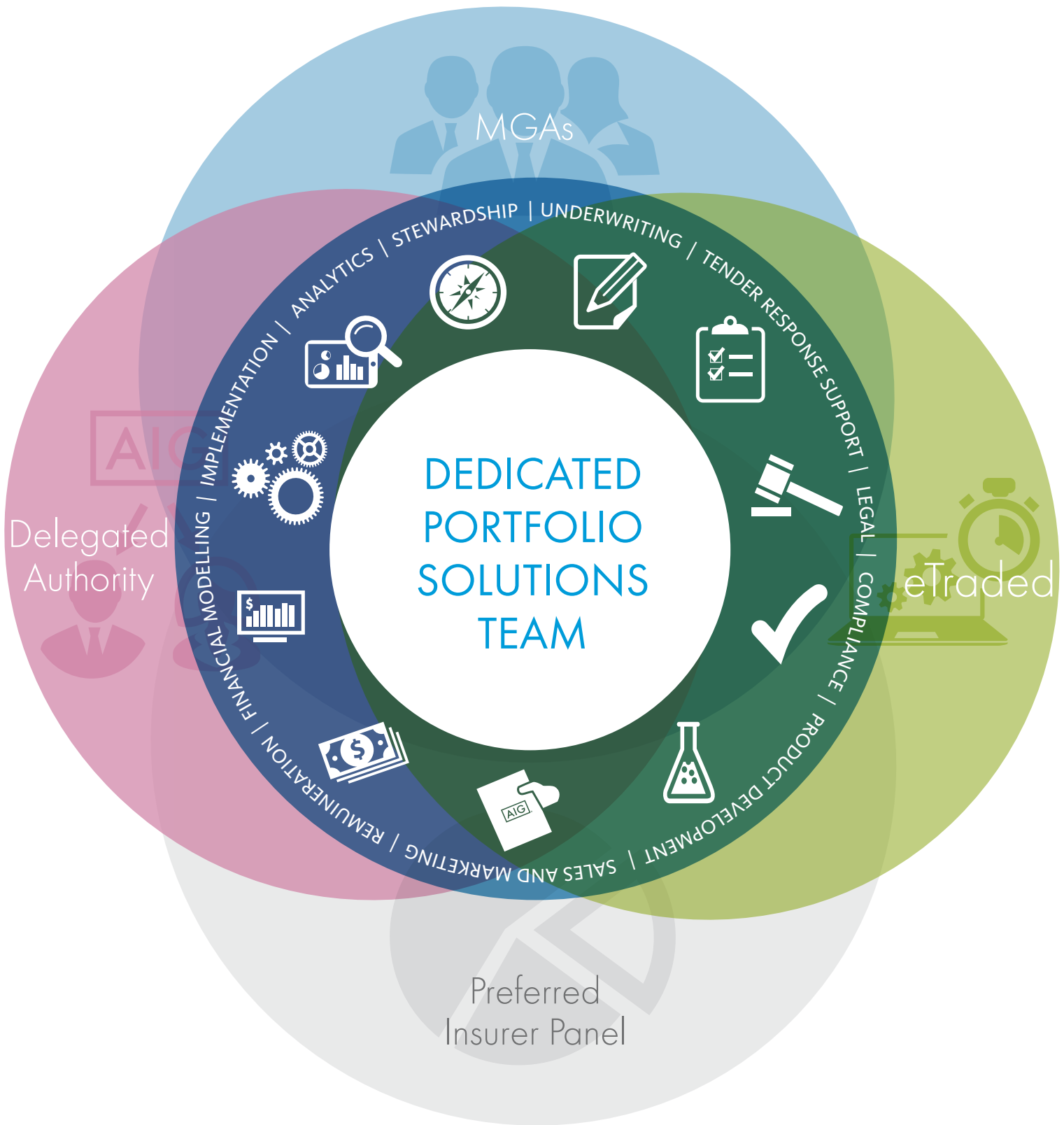


Schemes, Preferred Insurer Panel, MGAs and other arrangements where brokers place blocks of business with a single insurer are growing rapidly. Not only can they deliver desirable benefits to customers such as wide cover, competitive pricing and superior service, but they also generate business benefits for intermediaries including enhanced new business acquisition, stronger business retention and cost efficiencies.



This is why we have created a dedicated, multi-skilled Portfolio Solutions team that's fully resourced to handle any type of distribution model. Our brokers and partners can now enjoy complete full cycle support from AIG - from conception to implementation and capitalise on one of the most dynamic and exciting areas of opportunity in the UK general insurance market today.







# How AIG can help you develop winning Portfolio Solutions

## A single dedicated team

Our Portfolio Solutions team is fully equipped including underwriting, pricing, product development, analysis, implementation and governance expertise all in one place. This means our brokers and partners deal with a single expert team, from original conception right through to execution and beyond.

## Capabilities Create Opportunities

Our Portfolio Solutions team handles all distribution models from MGAs and eTraded solutions to Delegated Authorities and panel arrangements. Alongside our wide product range and our underwriting flexibility for portfolios, we believe we offer our brokers and partners more opportunities and expertise in this area than any other UK insurer.

## Full cycle support

Centralising our expertise in a single team means we offer our brokers and partners complete full-cycle support for their portfolio propositions: financial modelling to ensure competitive pricing, operational procedures for smooth client servicing from on-boarding new clients to claims servicing, all reinforced by expertise in governance and compliance.

## Innovation and development

Our team also works closely with brokers and partners with new ideas and propositions they want to explore. We have a successful track record of helping them innovate with different options and different pricing models – so they can select the arrangement that's right for them to stand out from their competitors and win and retain more business.

## Commitment to growth

Every deal we do is backed by a tailored implementation plan: ongoing trend analysis to maximise hit rates and optimise servicing, training, new business targeting and marketing support – it all depends on the individual deal. We want to make sure that our partners realise the full growth potential of their portfolio propositions.

Read on for how AIG can help you across the breadth of Portfolio Solutions opportunities:



MGAs



eTrading



Delegated Authority



Preferred Insurer Panel

# MGAs

AIG's Portfolio team are looking to partner with MGA's that have: strong track records in their specialist products and sectors, strong underwriting, data management and customer service capabilities and access to effective distribution and specialist products.

## **AIG brand and capacity**

Many MGAs may be looking to share their capacity among different providers in order to reduce the risk of over-dependency on single carriers. AIG's big name brand, strong balance sheet and substantial capacity have great attraction for MGAs and offer them a very strong partnership option.

## **AIG breadth and flexibility**

With our wide and diverse underwriting culture we are not shy of unusual or specialist offerings and we are looking to support MGA partners with both conventional and niche products in areas where we have no direct experience ourselves. We are also flexible in terms of the capacity we can provide, and look to align our involvement with the strategies of the MGA.

## **AIG: A silent, supportive partner**

Our philosophy is not to micro-manage our MGA partners, but provide the support to let them do what they do well. We are looking for MGA partners with proven expertise in their specialist markets so we can supply the capital framework in which they can apply their underwriting, pricing and product development skills in pursuit of profitability in these markets.

## **Distribution support**

AIG's highly focussed broker distribution in the UK reduces the potential for conflict between the MGA offering and those through our own broker channel. This differentiates us significantly from some general insurance carriers in the UK with extensive general broker networks.

## Governance and compliance

We recognise and understand the importance of compliance and governance to MGAs in the light of FCA scrutiny. Our dedicated Portfolio team has the expertise to support our MGA partners in this area – especially in relation to regulatory compliance and product development structures and product enhancements.



# eTraded and other rules-based systems

## AIG product range

Our brokers can access and sell many of AIG's market leading branded products in this way including our PrivateEdge D&O for private companies, our LifeLine Plus Group Personal and Accident and Travel product our Excess Elite excess liability product and many more – all supported by AIG's expert claims service.

## AIG time-savers

Our expertise in delivering rapid pre-underwritten solutions means that brokers can achieve great efficiencies in their handling of many supporting product lines. This saves time and cost, freeing up broker resources for the potentially more labour intensive property and casualty placements.


## AIG distribution

We willingly release our eTraded products to a wide broker audience, which means that many intermediaries without full service agencies with AIG can still benefit from the new business acquisition and client retention benefits of our renowned, differentiated and branded products.

## Bespoke arrangements

Although delivered as self-contained underwriting and pricing systems with no discretionary elements we can nevertheless tailor our eTraded products to maximise new business potential for brokers offering substantial opportunities. This can include white labelling and pricing to reflect economies of scale from high business volumes.





Our Portfolio team offers brokers a range of rules based underwriting systems to match their own operational requirements. From fully integrated quote and bind capabilities available via the Acturis platform or via the AIG Extranet through to simple paper-based product raters.

# Delegated Authority Arrangements

We have a long and successful track record of structuring delegated authority arrangements for our brokers across the breadth of our product range. This capability is even further enhanced by the focus and expertise of our dedicated Portfolio Solutions team.

## A growth generator

Schemes, facilities and delegated arrangements are all built around our brokers' sector expertise. They may include devolved underwriting to reflect the brokers sector understanding and wordings tailored around their insights into specific industries. In this way we specialise in delivering highly bespoke and differentiated product propositions to maximise our brokers new business acquisition and retention strategies.

## Flexibility

We can also delegate any part of the process to suit our broker's requirements, from underwriting, to binding, policy issuance and claims handling. We also have great flexibility in how we can deliver these arrangements, matching them to our brokers' needs such as via the broker's system, online or through a rating matrix with discretionary pricing built in for the broker.

## Product breadth

We have many years' experience implementing delegated authority arrangements from one of the widest product ranges the industry has to offer from Property, Casualty, Financial Lines and Combined offerings through to Accident and Health, Marine, Aviation and Energy. No other insurer can beat the breadth of our product range – nor our ability to use it to create full product propositions for our supporting brokers.

## A single dedicated team

Nowhere are the benefits of our focussed portfolio team so clearly evidenced as in the delivery of Delegated Authority arrangements. The team houses all the necessary skills in one place to assess, design and implement successful delegated authority arrangements. This includes guiding our broker partners through the accompanying compliance landscape which is heavily scrutinised by the regulator.

## Full cycle support

After implementation our Portfolio team also provides our brokers with complete full-cycle support: ongoing stewardship including financial modelling to ensure competitive and sustainable pricing, operational procedures to ensure smooth client servicing from on-boarding to claims and appropriate marketing and training support to help our delegated arrangements achieve their full potential.



# Preferred Insurer Panel

## Optimising broker panel propositions

We know how important it is for brokers' Preferred Insurer Panel propositions to be as compelling and as differentiated as possible and AIG have tremendous strengths to help brokers achieve this such as our product and underwriting breadth, our high limits and capacity and our outstanding international reach and service capabilities.

## Highly focussed response

Our dedicated portfolio team is highly geared around responding to broker panel opportunities. We have all the experience and expertise in one place from evaluating the panel opportunity, to aligning and enhancing our brokers' wordings, remuneration and marketing considerations through to panel governance and compliance.

## Panel flexibility

A great strength of our Portfolio team is the breadth of our capabilities and our flexibility to work with different panel propositions. With our significant underwriting capacity we can support panels targeted at larger clients. We are also major participants in those aimed at SMEs, often in combination with online or delegated authority arrangements to streamline the brokers' handling processes.

## Lifecycle product development

Our dedicated Portfolio team systematically focusses on ongoing product development, it's routinely included in our monthly and quarterly stewardship panel meetings, whether looking at potential endorsements or addressing emerging exposures, we want our brokers' propositions to remain strong and compelling throughout the lifecycle of our panel involvement in the panel.



We are most certainly open for brokers' panel business. With our great product set, strength and depth of underwriting, high limits, risk engineering, multinational and claims skills AIG's Portfolio team adds enormous breadth and capabilities to our brokers' Preferred Insurer Panel propositions.

# Summary



## MGA's

- Brand and capacity – big name brand, strong balance sheet and substantial capacity
- AIG breadth and flexibility – wide and diverse underwriting culture
- Silent, supportive partner - provide the right level of support to allow MGA's to do what they do well
- Distribution support – reduced channel conflict
- Governance and compliance – in-house expertise to manage FCA scrutiny in relation to regulatory compliance and product development



## E-Traded

- Product range – a wide range of market leading products
- Time savers – expertise in delivering rapid pre-underwritten solutions
- Distribution – access to our renowned, differentiated and branded product base
- Bespoke arrangements – the ability to tailor our eTraded products to maximise new business potential
- Broad range of rules-based, underwriting systems options – from quote and bind via Acturis or AIG Extranet through to simple product raters



## Delegated Authority Arrangements

- A growth generator – highly bespoke and differentiated product propositions to maximise new business and retention strategies
- Flexibility – numerous options for delegation and delivery
- Product breadth – one of the widest product ranges the industry has to offer
- Full cycle support – ongoing stewardship for financial modelling, operational process, claims and marketing training
- A single, dedicated team – all of the necessary skills housed in one place



## Preferred Insurer Panels

- Optimising broker panel propositions – underwriting breadth, high limits and capacity and international reach
- Highly focused response – from evaluation to alignment, remuneration and marketing consideration through to panel governance and compliance
- Panel flexibility – breadth of capability to work from SME through to Corporate buyers
- Lifecycle product development – systematic focus on ongoing product development





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