



ACTUARIAL AND ANALYTICS

U.S. Specialty Broker and Program Administrator Bolsters Position to Secure New Capacity

Xceedance provides advisory services and delivers a robust actuarial view of key ratios, exhibits, and adjusted data sets.



The Client

A specialty insurance broker and program administrator licensed in all 50 U.S. states.

The Challenge

The client wanted to expand its capacity for supporting a new program. However, the data for their historical program was incomplete, and what was available was not well organized. As a result, the client was facing challenges in finding the right capacity provider.

Our Solution

The Xceedance team of actuarial experts met the program administrator's team to collect data and understand their business objectives. We identified the data needed, ensuring the data set best mirrored the business to be written. In this discovery phase, we applied existing underwriting criteria and the client's proposed rating plan to the selected data.

Further, Xceedance team members created a historical ultimate loss exhibit with an independent view of loss runs showcasing the company's performance over time. We performed basic claim analytics to profile the type of claims received by the company and to understand case reserve adequacy and settlement patterns.

Our team analyzed the proxy book of business to identify areas where profitability could be a challenge. We determined an actuarial view of the projected ultimate loss and LAE ratios.

Finally, the team delivered actuarial exhibits and adjusted data sets to the client, allowing them to further their discussions with reinsurers and fronting companies.

We also continuously discussed any concerns – from a reinsurer or carrier's standpoint – with the client's leadership, finetuning the deliverable.

Proven Results

Through this initiative, the program administrator was able to better engage carriers and reinsurers with solid data-backed studies, strengthening their position to secure additional capacity for rolling out a new program.

Voice of the Customer

"We had a very successful engagement with the Xceedance team, and we are on the precipice of calling it the success that got us over the finish line. We've reached an agreement with a front carrier, which was the stumbling block, and now the refreshed data along with the study is going back to the reinsurer for final sign-off."

– Vice President at a leading U.S. Specialty Broker and Program Administrator



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