



## THE BRANDEL GROUP

*A Boutique Risk Management Firm*

### Supply Chain Management Company saves \$3.6 million in Commercial Insurance Premiums over 2 Years!

The Brandel Group recently completed a commercial insurance and workers compensation program review for a \$2 billion dollar Supply Chain Management Company with 8900 locations in 51 countries.

The executive team considered the services of their incumbent broker to be excellent and had no major concerns. However, as a practice of good corporate governance they engaged TBG to review their current program and place their incumbent broker relationship under competitive tension through TBG's unique process. Our process and review uncovered numerous opportunities to achieve reduced premium levels while correcting a number of gaps and duplications in coverage. TBG also discovered that the broker was receiving commissions on most policies *in addition* to the annual broker fee paid by the client. Unnecessary finance charges of \$125,000 and taxes on one line of coverage were over \$110,000. Further, the company was able to reduce claims handling cost by 40%.

#### CASE DETAILS

**BACKGROUND:** Supply Chain Management Company

**NEEDS:** Required a review of property, casualty and workers compensation program. There were global coverages and risk exposures. The annual premium spend was \$5 million.

**SOLUTIONS:** New broker with global capabilities selected, significant coverage improvements were made, duplications were eliminated, gaps were closed. Unnecessary taxes, finance charges and broker commissions eliminated.

#### SAVINGS:

Year 1 \$1,893,150 - 36%

Year 2 \$1,842,700 - 36%

The Brandel Group (TBG) is a consulting firm that specializes in analyzing the efficiency and cost effectiveness of commercial insurance programs and improving coverages, costs and services levels. TBG is *totally independent of all brokers and insurers* and our advice is always independent, impartial and unbiased. We are *not brokers* and there is *no requirement to change your incumbent broker or insurers* to benefit from our services.

**Barbara Brandel, Managing Director**

**bbrandel@thebrandelgroup.net**

**T:573.230.3085**