



OnDemand Benchmarking Reports Make Brokers' Lives Easier

Webinar: Thursday, July 14 @ 11am EDT

- Why spend hours going the DIY route on our website when, in a few simple clicks, you can request a summary e-report sent to your inbox illustrating premiums, limits, retentions, and indicative losses?



SCENARIO 1

Broker: “I just scored a meeting with my prospect company’s CFO. My schedule’s jammed, and I need to get smart on what comparable coverages and indicative losses look like.”





SCENARIO 2

Account Executive: “We’re working diligently on the ACME Widget renewal. We’re thinking about introducing a new layer of umbrella, and we need to find out what limits are appropriate.”



Today's Presenters

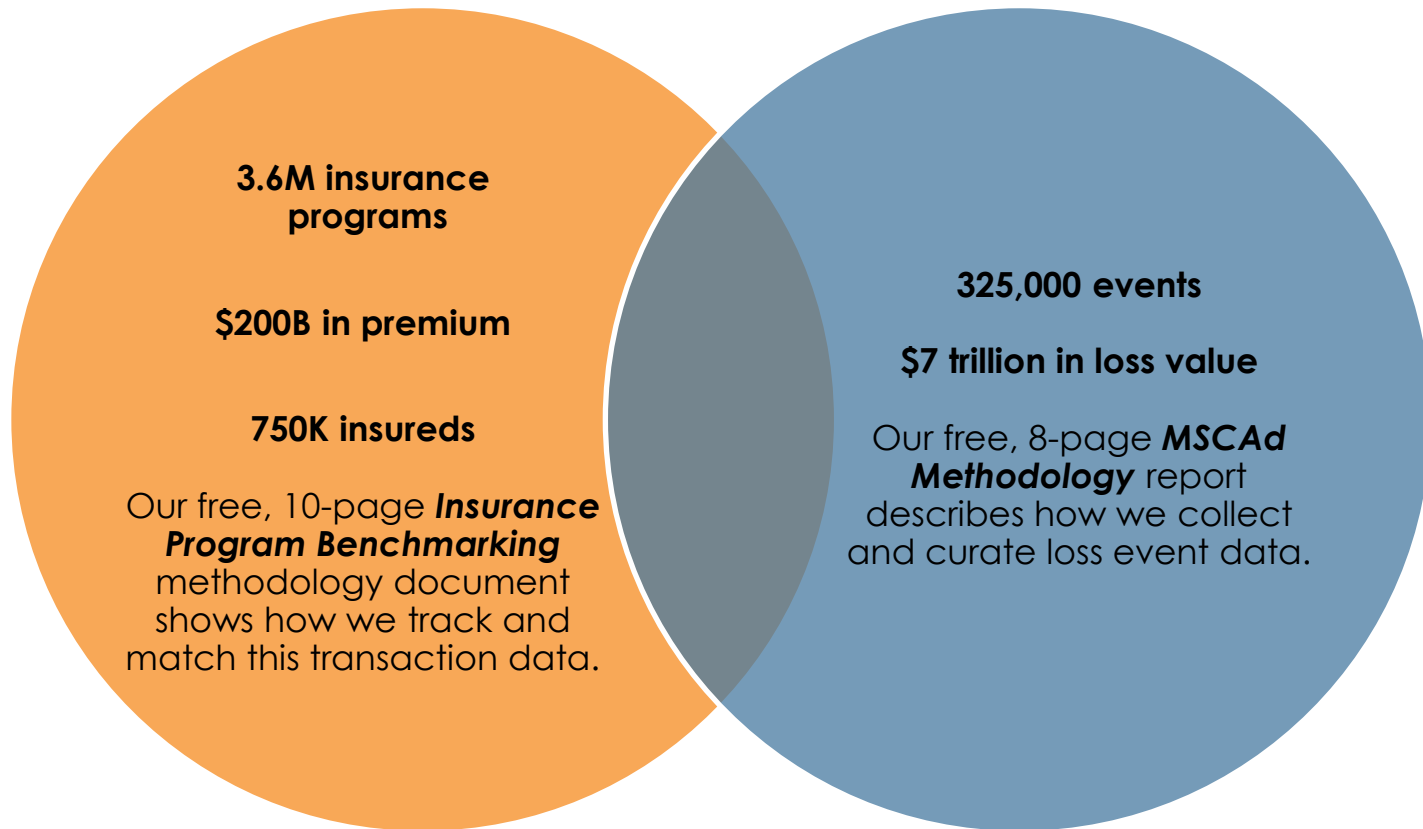


Dan Alvisi
Client Relationship
Manager



Jeffrey M. Cohen
Executive Vice President,
Global Business Development

What Happens When You Combine Benchmarking Data and Loss Data?



DID YOU KNOW?

In June 2014, Advisen received **US Patent 8762178 B2** for a benchmarking “system and method for providing global information on risks and related hedging strategies.”

Reports on Demand Request Page

- The Client Insight “Reports on Demand” order page was recently updated with a new look and feel.
- Renewal and New Business report order forms have been combined into one.
- Users can now order Industry Program Benchmark Reports.

<http://reportsondemand.advisen.com>

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WELCOME TO ADVISEN'S
REPORTS ON DEMAND

Client Insight Reports - Renewals & New Business

This report is recommended for insurance buyers that want to gain a deeper understanding of their coverage needs and options.

In addition to program benchmarking, the following are also available:

Exposures
Risks & Losses
Carrier Appetite

Not a Client? Contact Us.

Name:

I'm with / I'm a:

Annual Revenue:

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Industry Benchmark Report

About You

Name*

e-mail*

Phone*

About the Industry

Industry*

Company Type*

Employees

(Specify any custom revenue ranges in the comments box)

Current Revenue

Market Capitalization

Line of Business

General Liability
 Umbrella/Excess
 D&O
 Property
 Workers' Comp

Notes and Comments

“Demo” of Offline Report

Client Insight Report

for
XYZ Technologies

December 28th, 2015




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Client Insight Report

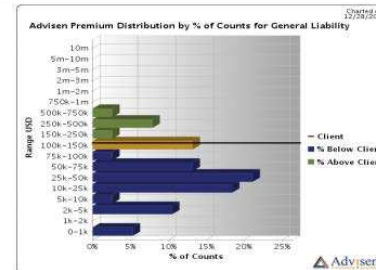
Program Benchmarking and Large Losses by LOB

General Liability & Umbrella/Excess

Program Benchmarking

Selected Peer Group Filters

Time Periods:	Last 12 Months, 12 to 24 Months	Industries:	Industrial Valves, Machinery
Coverage:	Liability	Company Type:	All Companies
LOBs:	General Liability, Umbrella/Excess	Company Exposure (Revenue):	20000000-55000000
Filter Benchmarking Range:	None	Location:	United States
Peer Group Size:	157		

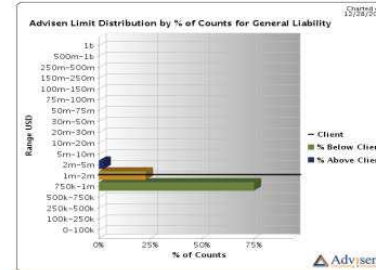


Advisen Premium Distribution by % of Counts for General Liability

Client: 1524

Range USD	% of Counts	Cumulative %
500k-750k	2.6	100.0
250k-500k	7.9	97.4
150k-250k	2.6	89.5
100k-150k	13.2	86.9
75k-100k	2.6	73.7
50k-75k	11.2	71.1
25k-50k	21.1	57.9
10k-25k	18.4	36.8
5k-10k	2.6	18.4
2k-5k	10.5	15.8
1k-2k	5.3	5.3

Program Count: 18



Advisen Limit Distribution by % of Counts for General Liability

Client: 214

Range USD	% of Counts	Cumulative %
2k-5m	2.3	100.0
1m-2m	22.7	97.7
750k-1m	75.0	75.0

Program Count: 14

For a detailed explanation of terms and analytics please see the Appendix at the end of this report. 4

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http://reportsondemand.advisen.com/pdf_files/clientreportsample.pdf

DIY vs. On-Demand



Limit Adequacy

What happens when you marry insurance program benchmarking with relevant loss data?



Limit Adequacy

Client Limit

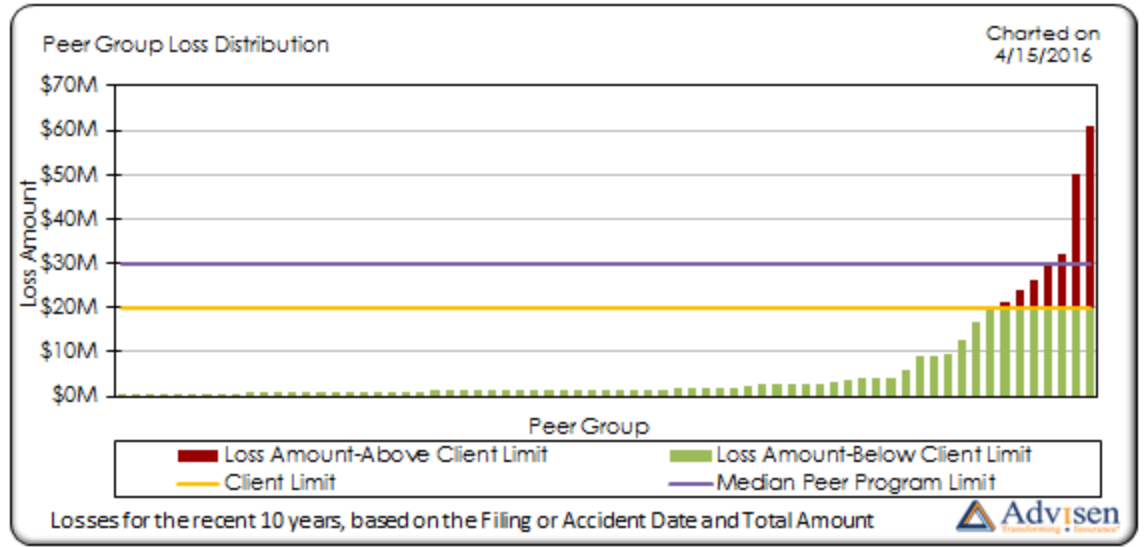
USD 20,000,000

% of Settlements above Client Limit

10%

Average Amount in Excess of Client Limit

USD 14,857,143



● “Know Your Limits” Weekly Newsletter

Know Your Limits reviews the 15 news stories which best reflect why middle-market clients need an array of P&C coverage.



Client Insight users receive our “Know Your Limits” weekly newsletter in their inbox.

Available online and
via offline reports



Client Insight Professional

Includes Insurance Program Benchmarking
and anecdotal Loss Data access



Client Insight Expert

Also adds Limit Adequacy, Loss
Benchmarking, Placement Analytics

● Got Supporting Documentation?

- 10-page [Insurance Program Benchmarking Methodology](#) document shows how we track and match this transaction data
- Our most-requested [Loss Data collateral](#) features macro overviews of our loss datasets
- 8-page [MSCAd Methodology](#) report describes how we collect and curate loss event data
- Our 18-page [Advisen Portfolio Analysis](#) document illustrates the benefits of comparing your Book of Business to Advisen's Transaction & Loss data



Q&A

Our next Client Insight Expert webinar will be on the following date:

Thursday, September 22, 2016


11:00 AM – 11:30 AM EDT

[More Info](#)

CONTACT US

info@advisen.com





Leading the way to **smarter**
and more **efficient**
risk and insurance **communities.**

Advisen delivers:
the **right information** into
the **right hands** at
the **right time**
to **power performance.**

About Advisen Ltd.

Advisen is leading the way to smarter and more efficient risk and insurance communities. Through its information, analytics, ACORD messaging gateway, news, research, and events, Advisen reaches more than 150,000 commercial insurance and risk professionals at 8,000 organizations worldwide. The company was founded in 2000 and is headquartered in New York City, with offices in the US and the UK.

+1 (212) 897-4800 | info@advisen.com | www.advisenltd.com