

Using Loss Benchmarking to Challenge Risk Perceptions

Webinar: Tuesday, March 22 @ 11am EDT

- How does Loss Benchmarking analysis impact the discussion about risk profile between Carrier and Broker, and between Broker and Buyer?

“

I've gone to Market and
the Markets want to
charge me up the nose.
***I'm not as big a risk as
they think I am.***”



Today's Presenters



Daniel Hobbs
Director of
Product Management



Dan Alvisi
Client Relationship
Manager



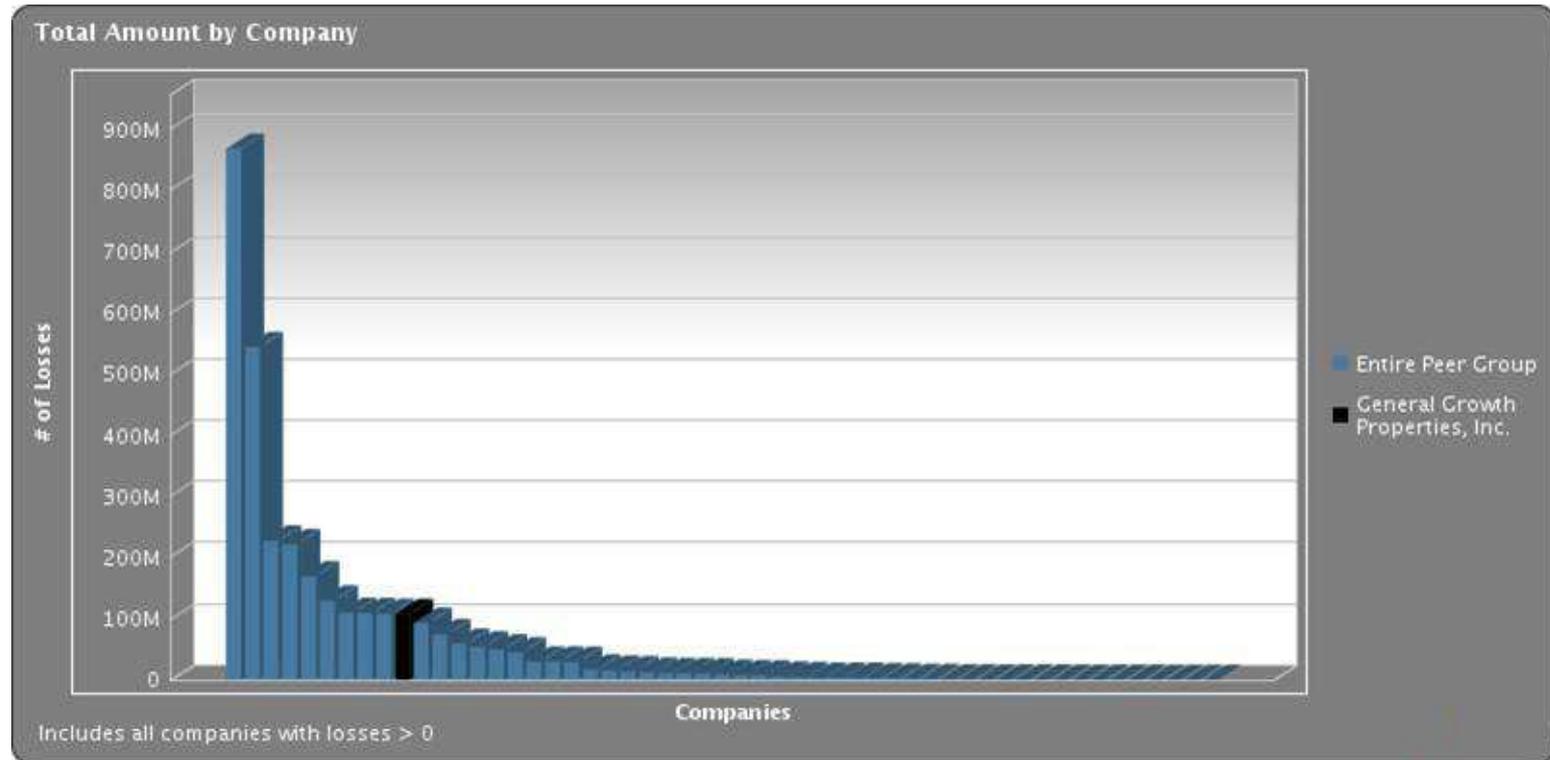
Jeffrey M. Cohen
Executive Vice President,
Global Business Development



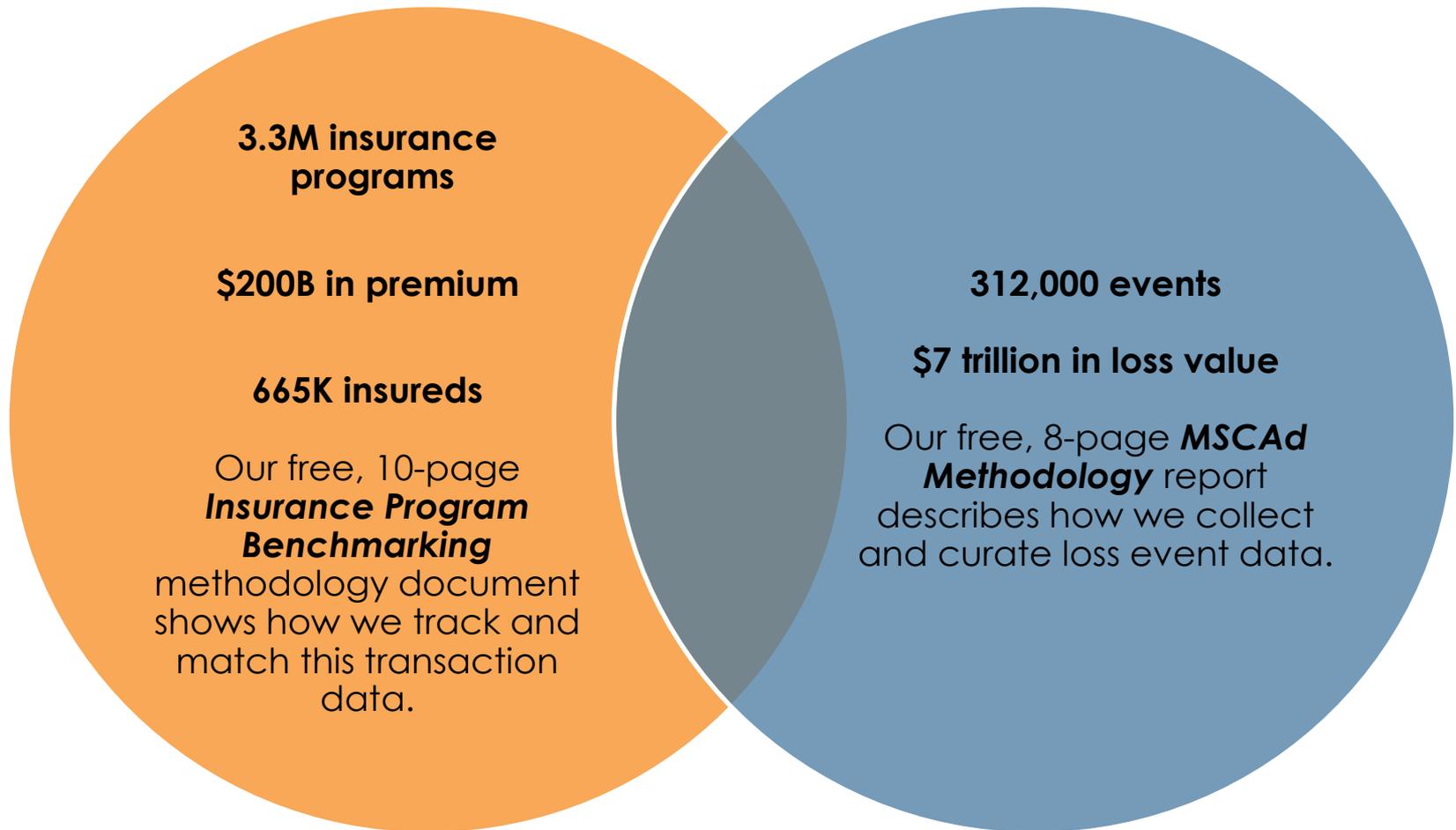
Loss Benchmarking

Compare a company's loss experience relative to its peer group to identify loss characteristics.

NEW!



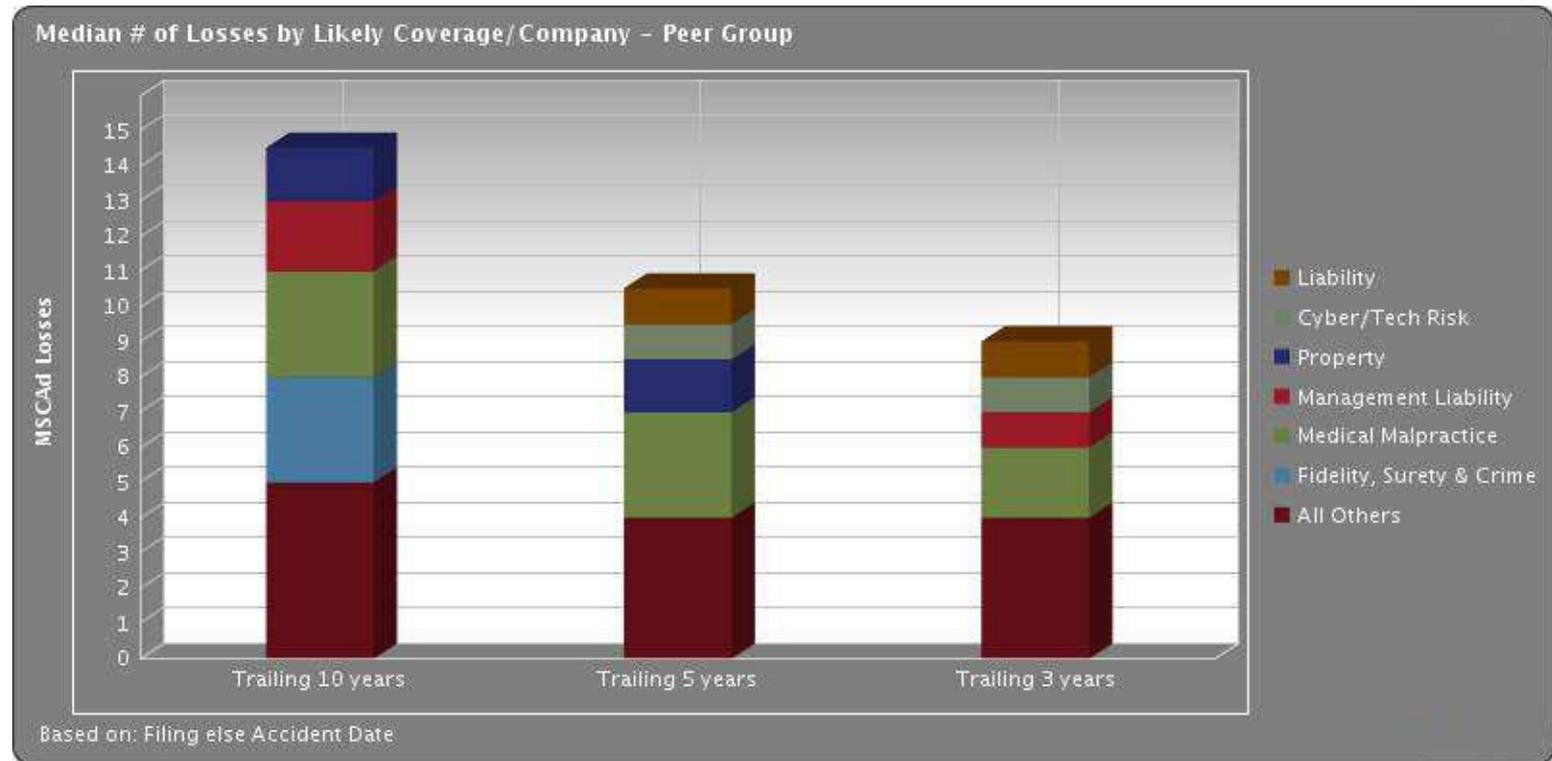
What Happens When You Combine Benchmarking Data and Loss Data?



Loss Benchmarking

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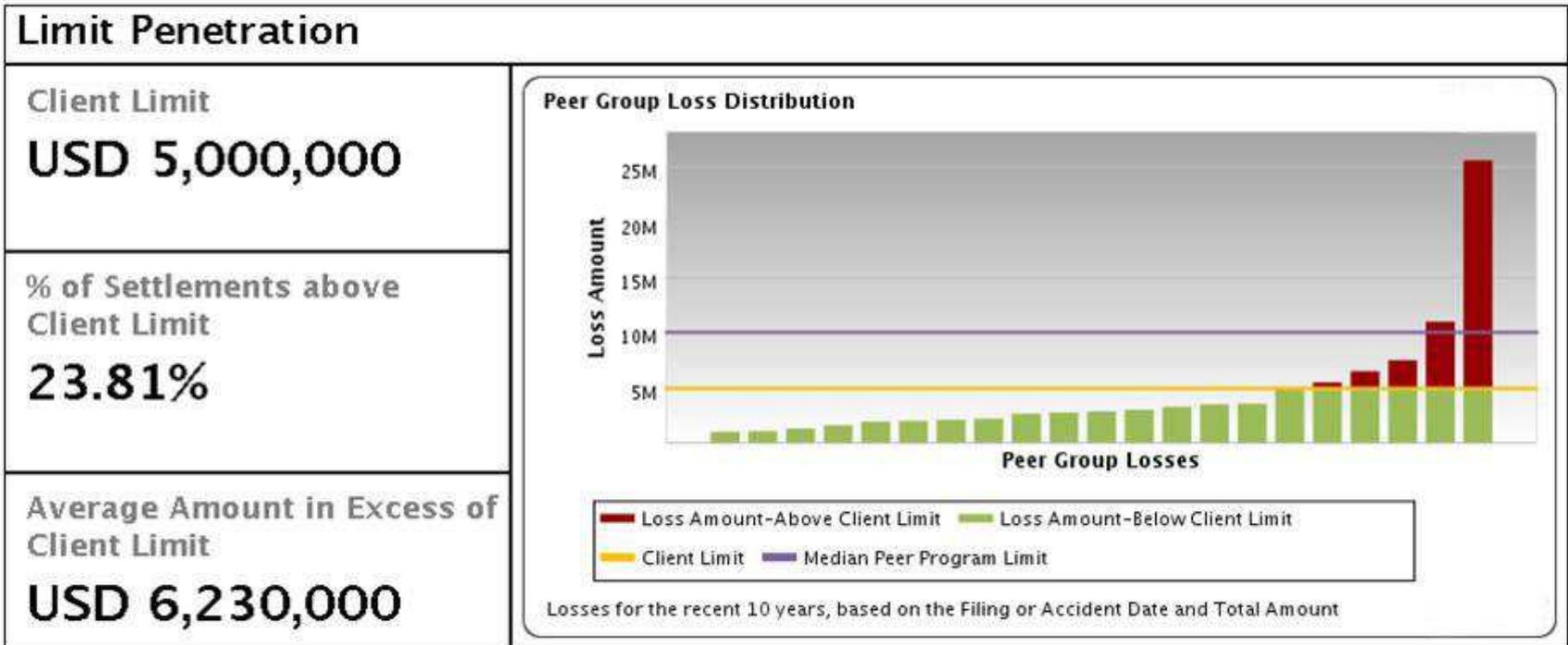
NEW!



Limit Penetration



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



Available online and
via offline reports



Risk Insight for Insurance Buyers



Client Insight Professional for Brokers

Includes Insurance Program Benchmarking and anecdotal Loss Data access



Client Insight Expert for Brokers

Also adds Limit Penetration, Loss Benchmarking, Placement Analytics



Q&A

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

Wednesday, April 20, 2016

11:00 AM – 11:30 AM EDT

[Register](#)

CONTACT US

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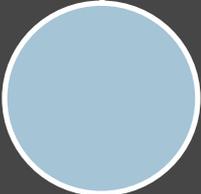
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and more **efficient**
risk and insurance **communities.**

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.

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APPENDIX



● Advisen Benchmarking in a Nutshell

- 3.3M insurance programs
 - \$200B in premium
 - 665K insureds

[Download](#) our free, 10-page **Insurance Program Benchmarking** methodology document shows how we track and match this transaction 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.”

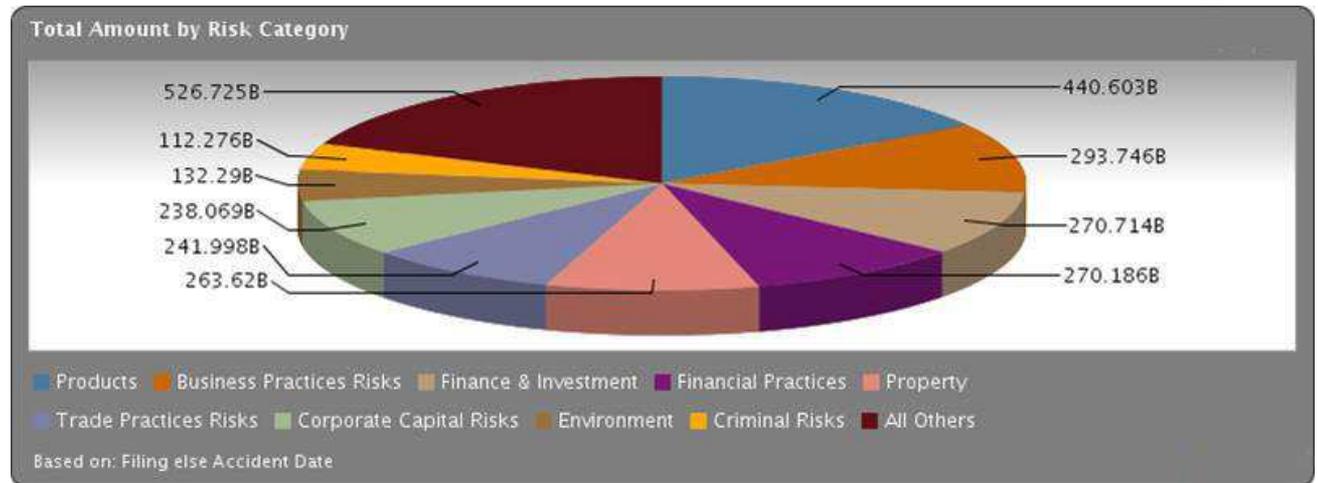
● Advisen Loss Data in a Nutshell

- 312,000 loss events across all industries and LOBs
- \$7 trillion in loss value

[Download](#) our free, 8-page **MSCAd Methodology** report that describes how we collect and curate loss event data.

Conventional Loss Data Views

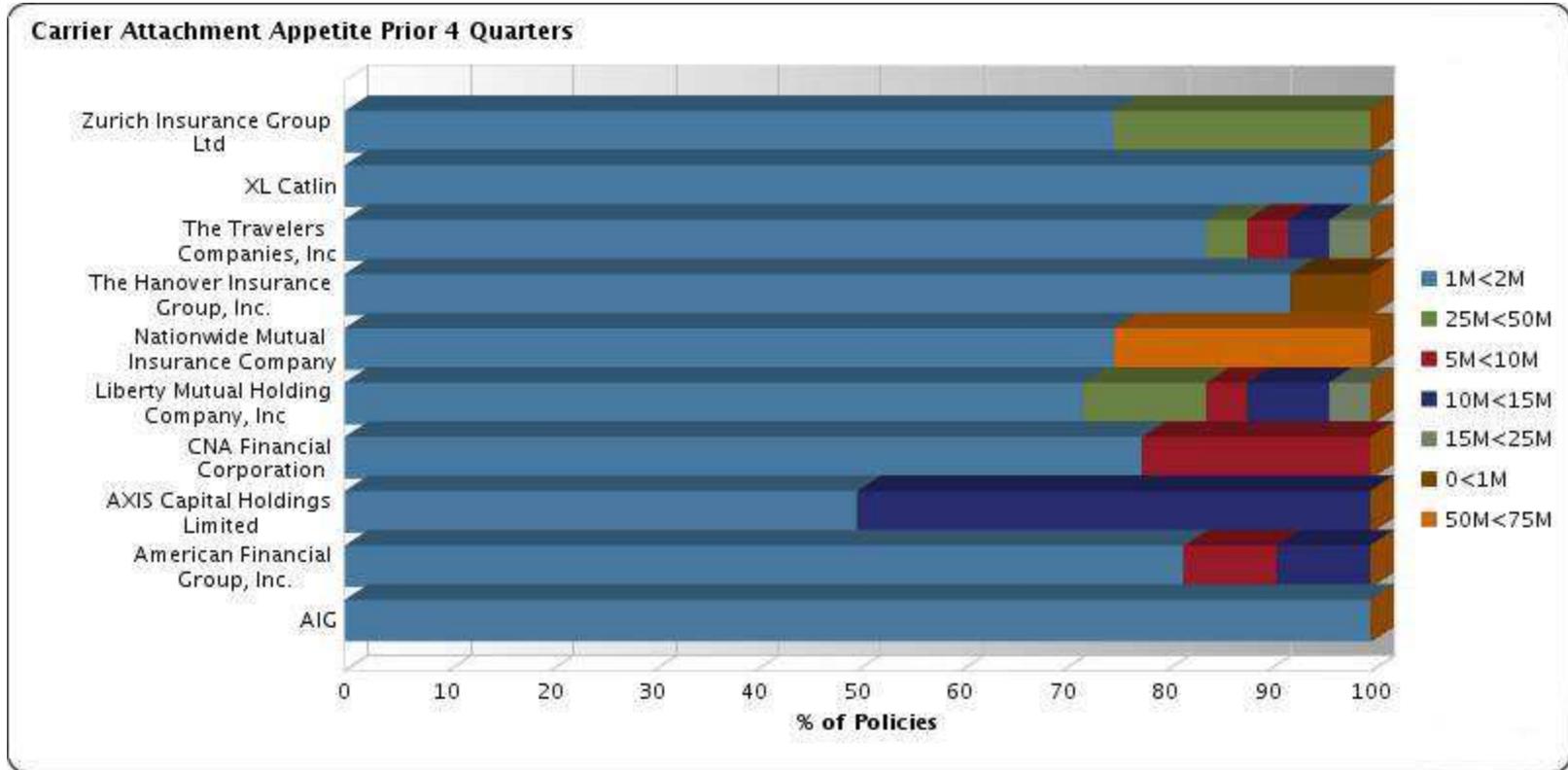
Compare to Peers



Placement Analytics



Which Markets are writing a given coverage and at what attachment points?



Placement Analytics



Which Markets are writing more of this cover than the other markets?

