



riskinternational

CASE STUDY

\$21+ MILLION
SHAREHOLDER
VALUE CREATION

6 MONTHS
SPEED OF CAPTURE

INDUSTRY
STORAGE

EMPLOYEES
2,500

LOCATION
MASSACHUSETTS

DOCUMENT MANAGEMENT SERVICES

\$450 MILLION PRIVATE EQUITY OWNED

ENGAGEMENT

- Engaged by Private Equity to evaluate the company's Total Cost of Risk (TCOR).
- Successfully implemented broker RFP process which included:
 - Properly marketing the client's insurance program.
 - A transition from the incumbent broker to a broker better suited to the client's needs.
 - Enhancing and restructuring the client's insurance program while capturing substantial savings.

RESULTS

- Right-sized broker fee.
- Decreased premiums.
- Insurance program that was properly aligned with the client's needs.
- Retained as the client's risk manager.

LOWERED FIXED COSTS BY
\$1.7 MILLION