



riskinternational

## CASE STUDY

**\$16.5+ MILLION**  
SHAREHOLDER  
VALUE CREATION

**40 DAYS**  
SPEED OF CAPTURE

FACILITATED  
**\$1.94M**  
IN TOTAL SAVINGS

**INDUSTRY**  
ENERGY

**EMPLOYEES**  
1,800

**LOCATION**  
NORTH CAROLINA

## VALVE, FILTER & PUMP MANUFACTURER FOR THE OIL & GAS INDUSTRY

\$500M PRIVATE EQUITY OWNED

### ENGAGEMENT

- Engaged as the outsourced risk management department, while a new program was being placed for a carveout division from a public company.
- Assisted with property re-evaluation of largest location and collected detailed property characteristics information.
- Facilitated underwriting meetings with carriers, allowing business to tell their story directly to the market.
- Pressured brokers to continually renegotiate premiums.
- Property re-evaluation reduced property values by facilitating several new structure options available to the business; previously options were limited and did not align with business's risk appetite.

### RESULTS

- 31% reduction in overall costs from initial quotes provided by broker.
- Property revaluation reduced TIV by \$150M, reducing overall property premiums by \$60K or 2%.
- \$600K broker fee reduction by escalating service issues to Private Equity senior management.