



riskinternational

CASE STUDY

\$99.8 MILLION
SHAREHOLDER
VALUE CREATION

12 MONTHS
SPEED OF CAPTURE

INDUSTRY
CHEMICAL/
PHARMACEUTICAL

EMPLOYEES
10,444

LOCATIONS
UNITED STATES: 8
INTERNATIONAL: 2

CHEMICAL/PHARMACEUTICAL COMPANIES

\$6 BILLION PRIVATE EQUITY OWNED

ENGAGEMENT

- Engaged by Private Equity sponsor to conduct a broker RFP for 10 companies in their portfolio.
- Frequent acquisitions and sell-offs led to a portfolio program with a wide range of renewal dates and company sizes, with some companies not placed on master programs.
- Poor availability of program information such as policies and renewal dates, made it difficult for an incumbent broker to offer solutions and insight.
- Portfolio companies were looking for solutions to highly specific problems and to justify their risks in the market.

RESULTS

- Total savings approaching \$10 million (22% of program cost).
- Consolidation plan in place for the varying renewal dates.
- Larger, more experienced broker was selected to handle the complexity of the varied program and their specific requirements.

FACILITATED **\$9.9M**
IN FIRST YEAR SAVINGS