



You are not covered for

Are you certain that your insurance is not leaving you or your company exposed?

The complexity of corporate insurance requires you to place a lot of confidence in your insurance broker.

To see if this trust is deserved, we have introduced a new service providing you with a free, detailed, structured assessment of the suitability of your current programme.

Without this option the only time you can really test your insurance programme is when you have an incident involving a significant claim. Unfortunately, if this highlights problems with your insurance it will probably be too late to put them right. This can have major repercussions for your company, your executive board and especially for the person responsible for organising the insurance.

This level of detailed assessment would normally cost between £10,000 – £20,000 in consultancy fees. We will, however, waive the fee because we are confident we will uncover unseen issues so that you'll want to move the management of your insurance to us.

Companies that have been through this process and switched to us can now feel genuinely confident that their insurance is protecting them properly.

Our assessment process gives us a deep understanding of a business's insurance requirements. Core to the process is our Technical Audit, which is explained in more detail below.



Examine

The first stage is a detailed examination made up of three specific audits:

Strategic Risk Audit – we will examine your business, understanding your business needs and plans, your reputational risk, your capital position, attitude to risk and insurance needs.

Technical Audit – we will study, in detail, your current insurance documentation, landlord's policies, claims history and any significant contracts or legal obligations. We'll also assess the suitability and stability of your current insurers. Our thoroughness at this stage makes our approach different from a standard insurance review.

Risk Management Audit – we will examine your business continuity and health and safety plans, against the results of our Strategic Risk and Technical Audits. We'll also undertake surveys of your premises, equipment and other assets.

Analyse

Then we'll evaluate how appropriate your current programme really is. This aspect of our process sets us apart from other brokers, and is only possible because of the initial Technical Audit.

We focus on three key elements:

What you believe you are insured for based on what your current broker has told you and what the documentation indicates.

What you are actually insured for based on the findings from the detailed examination undertaken in our Technical Audit.

What you should be insured for based on our complete findings from the first stage.

This analysis forms a strong foundation for defining a new, recommended, insurance programme to address the issues we would typically uncover at this stage.

React

Next we will approach the market to obtain pricing for you. The three stages we undertake are:

Design – we'll produce a proposed insurance programme specifying the exact insurances, cover levels and deductibles to give you full confidence in your insurance.

Risk submission – we'll use all the intelligence we've gathered to produce a detailed, comprehensive, risk submission to the insurance markets. By placing extra attention on this element and reducing the insurers' level of uncertainty, we would expect to secure improved rating.

Market negotiation – we'll negotiate a pricing structure which reflects the risk and suits your financial model. With full market access and over £450m managed annually by the COBRA Group we are in a strong position to negotiate on your behalf.

Report

At this stage we present you with a formal report on the suitability of your insurance programme, comprising:

A gap analysis – this outlines the key issues we have uncovered with your risk exposures and any risks that are not currently protected.

Proposal and pricing – this has two components:

- **Rectification and enhancement** – we'll outline how we recommend addressing issues and risk exposures uncovered in the gap analysis and how this will improve your level of business and balance sheet protection.
- **Improved premiums and sustainable pricing** – we'll report on our negotiations, detailing the premiums for each option and discuss the advantages/disadvantages of each insurer.

Improve

If you ask us to take over the management of your insurance we will make the recommended improvements in four phases:

Acceptance – we'll discuss the recommendation with you, making any necessary adjustments, then formalise an agreement.

Implementation – we'll manage the operational implementation with each selected insurer, to coordinate the migration process for you.

ISO policy checking – our ISO accreditation underlines our attention to detail. We'll check the policy wordings we receive from the insurers to ensure they match our specification, avoiding any gaps being re-introduced.

Regular reviews – these ensure the insurance continues to provide you with the necessary protection.

COBRA Corporate Solutions, protecting your balance sheet when it matters most.

About COBRA Corporate Solutions

COBRA Corporate Solutions was created to service and develop high value corporate clients. We have offices in Surrey and Manchester which have both achieved ISO9001 accreditation.

Within the wider AIM-listed COBRA Group we have a clear remit to focus on customers with a significant premium spend and where a superior level of service is required. We recognise that such clients have special requirements and demands that necessitate a bespoke approach which cannot be entirely catered for within the traditional insurance broking environment.

Our team has the expertise and market facilities to manage the placement of risks with substantial capacity requirements, complex insurance needs and global exposures, as well as facilitate alternative risk transfer mechanisms such as the arrangement of captives and self insurance schemes.

Beyond this, COBRA Corporate Solutions has developed a range of tools to complement the conventional methods, and assist in the identification and management of risk, irrespective of the existence of an insurance solution. Our overriding objective is enduring mutual benefit for all and this is achieved through our Core Values: **Positivity**, **Consistency** and **Excellence**.

COBRA Holdings
COBRA Resource Management
COBRA Network
COBRA Insurance Brokers
COBRA Corporate Solutions
COBRA London Markets
COBRA Underwriting Agencies
COBRA Financial Services

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Case study

“While we were confident in the scope of our existing cover, we retained COBRA Corporate Solutions to review our insurance programme.

We were highly impressed with the due diligence of their process and delighted that they were able to offer us enhanced levels of cover and still reduce our overhead.

We have no hesitation in recommending their services.”

Waymade International Holdings Ltd

Speciality Pharmaceutical Company
Annual Turnover: £250m

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