

Implementing quality

Businesses should have high expectations when it comes to their insurer's risk management. This ordnance manufacturer, a high hazard company, needed sophisticated frame works to identify and improve risks on-site and operationally. But, in addition to good service, they wanted an insurer who could craft and execute a business-relevant, value-added proposition.

Approach

QBE was amongst a number of insurers invited to visit this company's hazard site to evaluate the risk and put forward recommendations. As the only insurer able to provide a process safety management (PSM) service to the client, it quickly became apparent that our technical capabilities fully met the client's needs and, following a number of senior client/broker meetings, we delivered a full servicing plan and value added proposition.

Outcome

After demonstrating the depth and quality of our risk management support and technical know-how, we now insure this company. According to the client, the deal clincher was our ability to understand the business and outline the relevant service and technical support they require going forward.



Further information

If you would like any further information or advice on our Risk Management Service please contact the team on rm@uk.qbe.com
For more information on QBE visit: www.QBEurope.com/rm