

Protecting property

Sprinkler systems provide crucial protection to businesses in the case of fire. This waste processing client wanted to install one alongside their current system. But the price of installation was a barrier. Four separate quotes from sprinkler contractors came in at £300,000 each – a sum the client could not afford. Alongside this, the facility was devoid of the correct infrastructure required and had severe installation concerns.

Approach

With protection installation a condition of renewal, QBE met with the client and contractors at the facility three times to work out an affordable solution. The first suggested solution was to re-engineer the client's current system at a cost of £250,000 – a price the client could still not afford. Reconvening with the client and contractor at the facility, QBE came up with a different protection approach to re-engineer the sprinkler system, using equipment protection rather than area protection. This reduced the installation price to £200,000, which has now been submitted for approval.

Outcome

With two contractors pulling out and others unfamiliar with the specified system, this project could have been rendered 'too difficult' or 'too expensive' to carry out. Instead, QBE demonstrated its unique approach to risk management by coming up with an alternative system after numerous site visits. We also showed our extensive technical expertise in the area, providing contractors with constant guidance to ensure the requirements were understood. This client now has a solution to protect their facility when they thought one might not be possible.

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/business/risk-management.asp

