

# Case Study

## SES Mid Atlantic LLC

### At A Glance

**Industry:** Contractor

**Company:** SES Mid Atlantic LLC

**About the Client:**

SES Mid Atlantic LLC installs & services septic tank systems and provides inspections of septic systems for real estate transactions. Also builds and manages sewer system for small subdivisions.

**Timeline:** 60 days

### Our Solution

- Shopping multiple carriers, finding one that saved the insured over \$60,000, and with better liability coverage
- Reducing General Liability deductible from \$5,000 to \$0
- Locking in rates for 3 years
- Issuing 200 certificates within a 48 hour period
- Establishing a service plan to review and analyze claims on a quarterly basis



### The Background

Overall the company's coverages were reasonable but the premium appeared to be \$50,000-\$70,000 higher than what we would have estimated for a business of their size (35+ employees).

### The Challenges

- After looking into it, we found that the reason for the high premium was mostly due the incumbent agent having the general liability, pollution, and professional liability on one policy.
- Another challenge was finding carriers who were comfortable with the pollution and professional liability exposures.

### Our Solutions

- Our recommendation was for the coverages to be split on their own policies. This reduced the overall premium substantially.
- Splitting the policies also resulted in more coverage for each exposure.
- We also provided a strong subcontractor risk transfer agreement that the available markets felt comfortable with, and transferred the risk to the sub contractors when they were utilized.

### The Results

- With multiple carriers to choose from, we were able to find one that saved the insured over \$60,000 and offered better limits for their liability coverages.
- The general liability deductible was reduced from \$5,000 to \$0.
- We were also able to lock in the general liability and inland marine rates for a three year period.
- In addition we issued approximately 200 certificates of insurance within 48 hours.
- A service plan has been established to help analyze claims and payroll on a quarterly basis.