



ABOUT THE CLIENT

An international underwriter specializing in insurance and reinsurance in the property and casualty market.

CLIENT CHALLENGE

This leading insurance client has grown rapidly since partnering with Sutherland which enabled them to quote more premiums within the same timeframe, while continuing with consistent qualitative in-depth analysis of each policy. This helped the client to increase their gross written premiums by 54% in just 3 years. Sutherland's solution augmented the client's team with catastrophe risk modeling talent. The full solution included:

- Catastrophe risk modeling professionals from world leading model development and insurance/ reinsurance broker firms
- Training for employees in industry leading technologies including risk link, risk browser, risk manager, classic/2, and catrader
- Experienced SQL developers
- Experienced in the property and casualty reinsurance and primary insurance markets
- Backed by Sutherland's full analytics practice



Since partnering with Sutherland, the client has seen a 54% increase in gross written premiums.



THE SUTHERLAND TRANSFORMATION

Sutherland has developed a catastrophe risk modeling support service as part of the insurance analytics practice. Catastrophe modelers augmented the client's teams, reporting directly into the client's lead catastrophe modelers. Sutherland's working hours overlapped with the client's hours in North America and Europe, and allowed critical functions to be handled around the clock.

Sutherland's property and casualty catastrophe risk modeling services provide:

- Catastrophe modeling for primary insurance and reinsurance
- Lloyd's realistic disaster scenarios reporting
- Aggregation and portfolio modeling
- Application of catastrophe treaties to the portfolio losses and analyzing the catastrophe layer losses
- Creation and interpretation of average annual loss
- Exceedance probability curves generation and interpretation
- Reinsurance pricing
- Model validation and model sensitivity

PARTNERSHIP RESULTS

The impact of Sutherland's solution has been far more wide reaching than just the impact on catastrophe modeling staff augmentation. Transformation of core business processes has made the business more dynamic and able to capitalize on market changes.

Core results to date include:

 **54%**
growth in gross
written premiums

 **40%**
reduction in operational cost
of catastrophe modeling

 **2x**
increase in
productivity

As a process transformation company, Sutherland rethinks and rebuilds processes for the digital age by combining the speed and insight of design thinking with the scale and accuracy of data analytics. We have been helping customers across industries from financial services to healthcare, achieve greater agility through transformed and automated customer experiences for over 30 years. Headquartered in Rochester, N.Y., Sutherland employs thousands of professionals spanning 19 countries around the world.