



Helping You Control Fleet Insurance Costs



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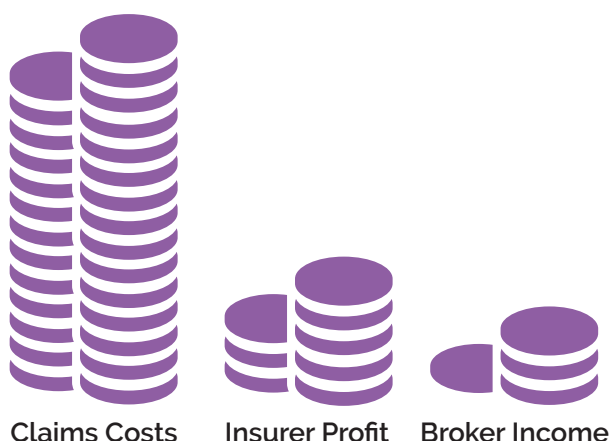
Fleet Risk Management

The pricing of Motor fleet insurance is one of the simplest to understand. More than any other class of insurance, fleet premiums are directly linked to the costs generated by your drivers' claims.

Reducing the number of incidents involving your drivers and the resultant costs of those incidents is the only sustainable way to lower premiums.

Many people spend a huge amount of time and energy trying to squeeze the insurers margin, **but the graphic below clearly demonstrates where the real savings are to be made.**

How Underwriters Calculate Your Fleet Insurance Costs

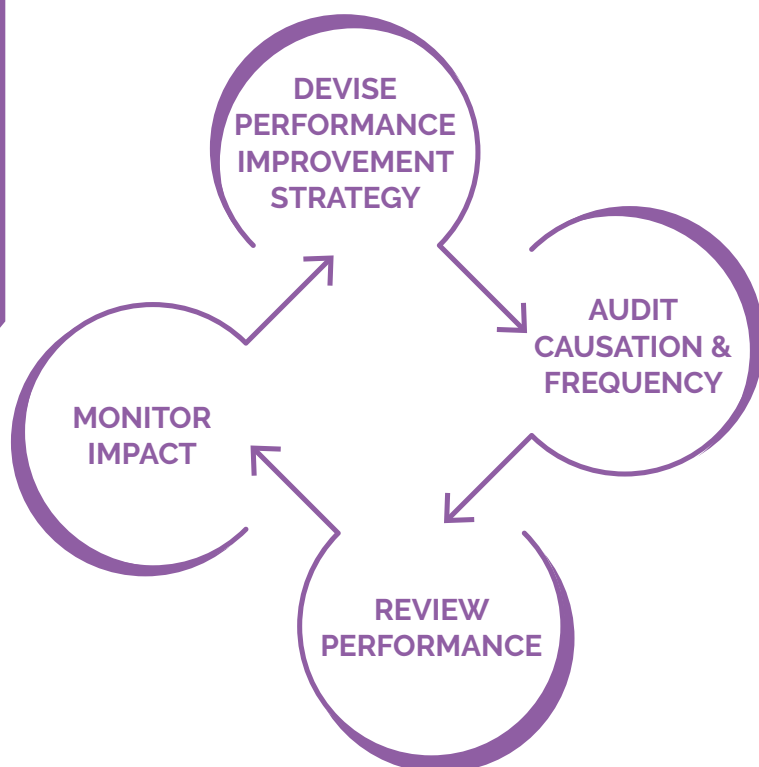


As the majority of the premium is made up of the claims costs that, is where we need to focus.

At Amicus, we have built our reputation on helping our clients reduce the frequency of their claims by improving driver behaviours and by also reducing the severity and cost of those claims by taking an extremely pro-active approach to claims management. Our in house team of claims experts review every single claim and every piece of camera footage in forensic detail before it even goes anywhere near the insurance company. In this way we have saved clients literally hundreds of thousands of pounds on their renewal premiums.

The first part of our strategy is to identify where your claims are coming from and to work with you to reduce the number of claims being made by or against your drivers. This can involve the use of cameras and telematics, driver training either on a company-wide or on an individual basis depending upon the issues identified. Each solution will be individually tailored to your specific needs.

The Road to Fewer Claims and More Profit



CASE STUDY

Amicus Risk Management

The business operates a fleet of HGV's in the South East. In the 2 years prior to our involvement in December 2015, they had generated claims costs of £680,000 which equated to 93.37% of the premiums paid.

Amicus created a strategy at 2015 renewal which included a variety of risk control measures to reduce frequency and the cost of claims. We partnered with a new insurer who worked with us and the client to support them through the process.

At 2016 renewal, claims costs had reduced to £139,626 (52% of premiums paid) and 12 months later, they had reduced further to £103,946 (34% of premiums paid).

As a result of the reduction in claims costs, we were able to save the client over £200,000 in their premium. Those savings have been maintained at subsequent renewals.

Fewer Claims >> Reduced Claims Costs >> Less Downtime >> More Insurers Quoting >> LOWER PREMIUMS

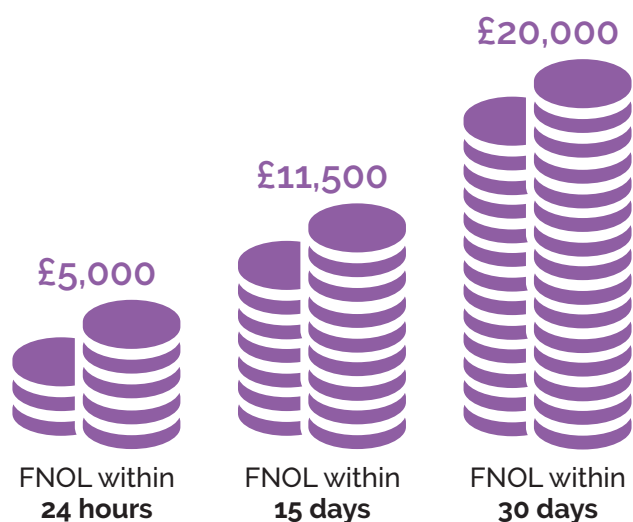
Fleet Claims Management

The second part of our strategy to sustainably lower insurance premiums is to reduce the severity and cost of any claim that does occur. We do this by getting "hands on" with every single claim that comes in. We ask that all our clients report their claims to us rather than the insurer's own claims helpline, as whilst that may be convenient for them, it's not necessarily best for you.

Taking back control – Our in house team of claims experts review every bit of evidence and every piece of camera footage in forensic detail before we send it on to the insurer. Camera footage can be notoriously difficult to interpret and we will discuss with you any queries that we have in order than nothing is left to chance or to misinterpretation by your insurer or the third party to ensure that your case or defence is presented in the best possible light. It's a very time consuming process, but it can make all the difference when it comes to proving who was at fault.

Getting in Early – Third party costs including whiplash and credit hire claims are the main cause of increased premiums here in the UK. (We have 8 times more whiplash claims than our nearest neighbour France). So, the sooner we know about a claim involving a third party, the better we can take control of those costs. The graph below shows just what a difference it can make.

The Benefits of Early First Notification of Loss (FNOL) – Average Claims Costs



Amicus Journey to Lower Claims Costs



We believe that by investing in a truly high end claims service, we can drastically improve on the performance of the insurer's own department. Our claims team ensure you get the right outcome, not the easiest one.



CASE STUDY

Amicus Claims Management

An HGV fleet operator delivering to sites in London and the South East had an average claim cost of £6,462, which was driving insurance premiums towards the point where it would be more cost effective to sub-contract the work externally.

Amicus re-engineered the FNOL process and worked closely with both insurers and the client to improve claims handling, including handling some third party property damage claims in-house.

At first renewal, the average cost per claim had reduced to £3,774 (alongside improved frequency) and last year it was £3,584.

As a result of the improvements, the client has triggered the maximum low claims rebates for the past 2 years, and is on target to do so again this year.

Fewer Claims >> Improved MI >> Lower Costs >> Premium Rebates >> MORE PROFIT

For further information on how Amicus can help you regain control of your motor insurance costs, please contact:

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