



ACTUARIAL AND ANALYTICS

E&S Carrier Expands into Admitted Commercial Lines Market Across all 50 states

Xceedance supports rapid launch in the admitted space and enables superior maintenance to deliver compliant and profitable products.



The Client

A leading global excess and surplus lines carrier.

The Challenge

The carrier wanted to expand into the U.S.' admitted commercial lines market countrywide. It was the company's first entry into admitted markets, and the state-by-state regulatory requirements made it onerous to find support and proven subject matter expertise. Additionally, the carrier needed to integrate new products into its existing policy administration system (PAS) and sought ongoing support to ensure compliance, submit statistical reports, and monitor circulars.

Our Solution

The Xceedance solution consisted of the following:

Competitor Intelligence

- ▶ Engaged business and program managers to understand the target market/product
- ▶ Completed a comprehensive review of the competitive landscape and market trends

Filing Assistance

- ▶ Developed the rating plan and provided actuarial support for filing with the state DOI
- ▶ Provided end-to-end support for transmitting rate/rule/form filings to all 50 states
- ▶ Facilitated expert forms review and transmittals preparation
- ▶ Delivered timely responses to DOI objections along with supplementary materials when requested

Product Implementation

- ▶ Drafted IT specifications for the products to support policy administration system build
- ▶ Performed user acceptance testing to ensure the PAS is compliant with the newly approved rates/rules

Circular/Bulletin Monitoring

- ▶ Developed reports to track multiple circular updates by ISO and other advisory organizations
- ▶ Monitored regulatory and bureau changes to understand the impact on the in-force business
- ▶ Presented monthly updates to business leaders and discussed critical circular and action items

Statistical Reporting

- ▶ Enabled penalty-free and on-time submissions for all leading bureaus and statistical agents
- ▶ Catered to ad-hoc state data calls

Profitability Studies (Pricing & Growth Analytics)

- ▶ Provided detailed by-state and by-product, rate level indications every quarter
- ▶ Completed analysis of the book of business to identify areas of profitability and address rate adequacy issues
- ▶ Implemented monthly rate monitoring reports to derive deeper insights and pinpoint loss drivers

Proven Results

Xceedance supported the carrier's admitted products holistically to ensure profitability and compliance. With Xceedance involvement in developing, filing, implementing, reporting, and monitoring products, the client achieved better-than-anticipated speed to market, enabling it to write premium sooner than expected.



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