



ACTUARIAL AND ANALYTICS

Everett Cash Mutual Insurance Company Accelerates Speed to Market on New Rates



The Client

Everett Cash Mutual Insurance Company (ECM) is an insurer based in Everett, Pennsylvania. Established in 1913, the firm provides property and casualty insurance services. It operates as a subsidiary of the ECM Insurance Group.

The Challenge

ECM was looking to boost profitability across the personal and commercial auto lines of business while increasing speed to market. The client wanted to begin working on solutioning at the earliest and start filing in less than a month. ECM partnered with the Xceedance actuarial and analytics team to leverage our infrastructure and resources, driving evaluation of portfolio profitability on an ongoing basis efficiently and cost-effectively

Our Solution

The Xceedance solution consisted of the following:

Rate Level Indications

- ▶ Provide detailed by-state and by-product rate level indications within the stipulated time

Business Intelligence

- ▶ Built intuitive dashboards to uncover insights and allow for deep dive discussions with the client
- ▶ Presented findings and collaborated with the client to develop action items on areas of focus

Profitability Study

- ▶ Complete analysis of the book of business to identify areas of profitability and pinpoint loss drivers
- ▶ Collaborate with leadership on actions and levers available to improve profitability
- ▶ Developed approach to achieve desired profitability while accounting for recent increases in loss trends and inflation

Filing Assistance

- ▶ Provide actuarial support for state filings
- ▶ Advise ECM on recommended approach to address DOI inquiries
- ▶ Provide responses to DOI inquiries along with supplementary materials when requested

Proven Results

ECM increased speed to market on new rates through this engagement, minimizing adverse selection and maintaining competitiveness. They gained detailed insights, ensuring continued growth and profitability, and experienced successful approval of filings and implementation of rates by coverage.

Voice of the Customer

"The Xceedance Team helped us perform a "deeper dive" on our automobile book. The outcome was very rewarding, and we identified the key variables restraining our profitability. That allowed us to focus our resources where we get the best return. Very helpful for small to mid-size insurers on a budget!"

– **David E. Eppinger,**

Chief Operating Officer and Corporate Secretary,
Everett Cash Mutual Insurance Company



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