

## A Galvanizing Force for a Growing Company's Coverage



### The Challenge

A galvanizing company **had been tagged with a high probability for future claims** on their loss history, making their coverage expensive. The company approached Newfront for help lowering the cost of insurance while improving their coverage. Newfront understood that securing the ideal insurance would be about more than shopping the market on their client's behalf.

### The Strategy

Rather than heading straight to the marketplace to search for superior coverage, Newfront outlined a three step plan.

First, it began by working with the client to improve the galvanizing company's risk profile. **By instituting a risk management and claims advocacy program, Newfront created a customized risk-analytics profile, which identified the root causes of injuries.**

Next, Newfront developed a safety service plan deployed to provide training, inspections, and resources to improve the business and help lower the annual claims going forward.

Lastly, Newfront reviewed open claims on a quarterly basis, ensuring every claim was evaluated for potential cost reduction while maintaining an open line of communication between the insured, adjuster, and injured worker.

### The Solution

Newfront projected the next year's claims rating nine months ahead of renewal and ensured that all claims were properly adjusted for, which allowed the galvanizing company to secure the more affordable and robust coverage they desired. The subsequent policy plan not only reduced premiums for the client but allowed them to take control of their workers' compensation injuries and create a greater safety culture where employees can thrive.

**This client has seen a dramatic decrease in claims rating: 58% reduction after 3 years, and trending just 0-1 claims annually, down from eight per year.**

"Underwriters want to hear why it's going to be meaningful for them to take a risk on that client. Because they are taking a risk, Cabir says. "So, we need to explain that, 'Okay, they may have had a few bad years, but we're seeing a positive trend because they're now implementing Newfront's analytics and risk management processes to ensure improvements in their safety culture.'"

The difference in cost for the client? **Newfront secured a 60% savings on insurance premiums for the client!**

# 60%

Amount our client saved by partnering with Newfront.

*"It's like a full court press," Newfront Commercial Insurance Broker Shantelle Cabir said. "We always take it one step further to ensure clients are earning the best value out of their spend."*

**Shantelle Cabir**

**Principal, Senior Vice President  
Business Insurance**