



CASE STUDY

Local underpinning & piling contractor insurance arrangements corrected

A local civil engineering business contacted Ascend to review their insurance arrangements.

As a specialist underpinning contractor, the business required a cost and cover review of their existing insurance policies.

We visited the client 3 times before finalising the terms to ensure we understood all activities and the types of contract they undertook.

The existing policy had major errors. Business activities and estimates for example, which would have made the policy invalid in the event of a claim.

KEY BUSINESS ACHIEVEMENTS

NEW
POLICIES IN
PLACE

DETAILED
FACT FIND

MARKET
SOLUTION
OBTAINED

TURNOVER
£1M



**PERSONAL ADVICE TO
CORRECT THE
BUSINESS ACTIVITIES**

**£1M
TURNOVER**



3

**LOCAL VISITS TO
ENSURE
ACTIVITIES
CORRECT**



**DETAILED FACT-FIND TO
ALTERNATIVE INSURERS AND A
COMPETITIVE SOLUTION OBTAINED
INITIAL EMAIL AND THEN TEAMS
CALLS WITH FOUNDER**

THE PROBLEM

The cover was arranged by the previous broker, but they had not visited the insured. Through a referral Ascend were contacted and visited the next day to review the cover and business activities:

We discovered:

- ▶ **Incorrect business description – excluding the core activity of underpinning**
- ▶ **Activities of LOSC not covered**
- ▶ **No Directors & Officers cover**

THE SOLUTION

We responded immediately to the enquiry and put together a market presentation and obtained terms on the right basis of cover. We also recommend that the motor fleet be transferred into our control due to a recent theft loss. Our proposal included:

- ▶ **8 page underwriting report**
- ▶ **A quick response to the problem**
- ▶ **Correcting the business activities**
- ▶ **Option to include Contract Works**
- ▶ **Incepted EL/PL/Plant/Fleet/D&O**
- ▶ **Providing ongoing support**

We have moved quickly to provide a long-term solution:

- ▶ **Advice-driven solution**
- ▶ **Contractors combined incepted**
- ▶ **Long-term service solution**
- ▶ **Award-winning claims service**

Contact the award-winning specialists

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