



Risk intervention solutions

XL Insurance

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A fresh approach to effective loss prevention

In today's fast-moving business environment with evolving best practices and a changing legal framework, delivering effective risk management solutions across diverse businesses is a constant challenge. Functioning in a positive and proactive way without adding to 'up front' costs is never easy, but the XL Insurance Middle Market team has developed a proposition offering bespoke loss prevention solutions.

How it works

In simple terms the process works as follows:

1. Client, Broker and Underwriter agree and build into the policy prior to inception/renewal a 'risk management trigger'. This trigger can be any sign of a heightened exposure, such as a RIDDOR reportable incident; or the number of incidents/claims recorded in a policy period.
2. The 'trigger' will vary according to client and industry (detailed examples are available separately). Flexibility here allows for risk/industry specific triggers to ensure effective and relevant risk control interventions for each insured.
3. There is no up front cost associated with the trigger.
4. If or when the trigger is 'pulled' the Underwriter, Broker and Insured are advised and the risk intervention solution (RIS) begins.
5. A nominated Health & Safety expert conducts an investigation and reports with recommendations to improve/reduce the risk. Service standards are pre-agreed.
6. The report is issued to the Insured with a copy to the Broker and Underwriter. A pre-agreed fee is then paid by the Insured.
7. Providing the recommendations are acted upon and the policy is renewed, the RIS fee is either a) refunded in full or b) a discount of the same amount is awarded for further loss prevention initiatives in the next policy period, at the Insured's discretion.



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The benefits

- No 'up front' additional cost
- The trigger flags potential risk deterioration and leads to prompt expert intervention
- The Insured receives independent, pragmatic advice on risk improvement
- RIS costs are only incurred if the agreed trigger is initiated
- Access to expert advice when most needed
- Acting on recommendations will reduce risk, with a positive impact on premiums
- The cost of intervention is refunded if the recommendations are actioned and the policy is renewed

Frequently asked questions

Q. What level of fees will be incurred if the risk trigger is actioned?

A. Fee will typically be around 2.5% to 10% of premium, subject to a minimum of £750 plus VAT.

Q. What happens if the Insured does not agree with RIS recommendations or for other/financial reasons declines to implement them?

A. The ultimate decision always remains with the Insured. We understand the financial practicalities and the cost of running a business. Advice and recommendations will always be realistic taking into account financial and practical considerations and would always be reached in consultation with the Insured. However, if the recommendations are not implemented then the fee incurred would not be refunded.

Q. Will the Insured have any say in the appointment/identity of the RIS consultant?

A. We have been able to agree very favourable rates with nominated service providers and the Insured benefits from this arrangement. Generally these service partners will be utilised unless there are good reasons not to and subject to quality control considerations.



ORS is a privately owned risk management consultancy operating throughout the UK and Ireland. The specialist risk improvement team for XL Insurance provides impartial, practical and cost effective advice and solutions. As a completely independent source of information, all parties should benefit from their involvement.