

West Midlands Centre of Excellence (WMCoE)

Insurance Services

Friday 12th January 2007



West Midlands Centre of Excellence (WMCoE)

Jonathan Jones
Procurement Manager
Regional Partnership Centre



Introduction and Overview



Benchmarking Exercise

Discounts Available

	A	B	C	D	E	F	G	H
LTA Non Motor	10.00%	10%	10%	10%	5%	10%	10%	10%
LTA Motor	5.00%	5%	5%	5%	5%	5%	5%	5%
Package	5.00%	5%	5%	5%	5%	5%	5%	5%



Benchmarking Exercise

Additional Covers

(87) Fidelity Guarantee	A	B	C	D	E	F	G	H
Base	£9,593,000	6,552,010	7,126,600	10,196,009	13,070,000	12,030,000	9,893,980	16,598,301
LOI	Var.	Var.	15m	2m/5m	5m	Var.	5m	10m
Excess	Nil	Nil	Nil	Nil	2,500	Nil	1k	2,500
Stop	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil
Rate	0.0319%	0.0376%	0.048%	0.345%	0.0335%	0.0329%	0.041%	0.0355%
NN Premium	£2,616.44	£2,106.34	2,924.75	3,007.57	3,951.55	3,383.98	3,468.33	5,597.77



Centres of
Excellence

Benchmarking Exercise

Additional Covers

(76) Land Charges	A	B	C	D	E	F	G	H
Base	£340,000	166,000	120,000	Fee income	403,650	288,834	261,200	246,000
LOI	2m	1m	500k	2m	250k	1m	1m	1m
Excess	Nil	Nil	1k	Nil	Nil	10k	2,500	Nil
Stop	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil
Rate	2.60%	2.75%	2.24%	2.75%	1.13%	2.2919%	1.90%	2.621%
NN Premium	£7,558.20	£3,903.07	2,298.24	5,831.10	4,116.52	5,659.92	4,243.19	5,512.75



Benchmarking Exercise

Additional Covers

(85) Employees	A	B	C	D	E	F	G	H
Base	£9,593,000	6,552,010	7,126,600	10,196,009	13,070,000	12,030,000	9,893,980	7,542,100
LOI								
Excess	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil
Stop	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil
Rate	0.075%	0.097%	0.09%	0.0055%	0.0985%	0.0034%	0.0605%	0.108%
NN Premium	£6,151.51	5,433.91	5,483.91	479.47	11,618.74	349.71	5,117.91	6,964.38



Benchmarking Exercise

Property

(03) General properties	A	B	C	D	E	F	G	H
Base	30,304,590	49,420,000	29,552,125	57,835,869	124,899,074	43,155,737	39,571,250	79,728,413
LOI								
Excess	As Policy	Nil	250	250	As Policy	1k	As Policy	As Policy
Stop	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil
Rate	0.05%	0..75%	0.084%	0.058%	0.0439%	0.081%	0.085%	0.15%
NN Premium	11,659.69	21,127.26	18,455.94	26,325.38	40,765.43	27,802.33	28,758.41	103,955.88

Benchmarking Exercise

Casualty

(70) Public Liability	A	B	C	D	E	F	G	H
Base	9,593,000	6,552,010	7,126,600	13,070,000	12,030,000	9,893,980	7,542,100	12,589,751
LOI	20m	21m	20m	10m	20m	25m	15m	
Excess	500	5k	1k	10k	1k	2,500	Nil	25k
Stop	Nil	52,200	Nil	Nil	Nil	Nil	Nil	150k
Rate	0.555%	0.433%	1.41%	0.65%	0.694%	0.72%	1.46%	0.485%
NN Premium	45,521.18	24,256.52	85,914.73	76,671.89	71,382.41	60,907.34	94,148.03	52,206.55



Benchmarking Exercise

Casualty

(73) Officials Indemnity	A	B	C	D	E	F	G	H
Base	9,593,000	6,552,010	7,126,600	13,070,000	12,030,000	9,893,980	7,542,100	12,589,751
LOI	2.50m	1m	1m	500k	1m	1m	2m	2m
Excess	Nil	Nil	1k	Nil	10k	2,500	Nil	25k
Stop	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil
Rate	0.042%	0.0399%	0.03%	0.0215%	0.039%	0.03%	0.04%	0.0229%
NN Premium	3,444.85	24,235.19	2,083.88	2,536.07	4,011.40	2,537.81	2,579.40	2,465.01

Benchmarking Exercise

Casualty

(74) Libel & Slander	A	B	C	D	E	F	G	H
Base	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
LOI	250K	1m	500k	5m	1m	1m	250k	500k
Excess	Nil	Nil	1k	Nil	10k	Nil	Nil	25k
Stop	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil
Rate	Flat	Flat	Flat	Flat	Flat	Flat	Flat	Flat
NN Premium	726.75	1,453.50	812.25	3,610.00	1,581.75	1,453.50	726.75	855

Benchmarking Exercise

Motor

(52) Motor Vehicles	A	B	C	D	E	F	G	H
Base	5	39	39	75	73	89	39	5
LOI								
Excess	Var.	500	250	250	500	500	Var.	100
Stop	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil
Rate	600.55	1,717.45	689.2	2,473.53	660.42	906.37	1,380.61	519.2
NN Premium	2,710.00	60,450	24,258.00	167,427.06	43,510.00	72,802.00	48,594.00	2,342.90



















West Midlands RCE Position

Actions

1. Awareness building
2. Support for a coordinated approach



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Thank you for listening.....



The Next Steps

