AIG Risk Management (AIGRM®)

AIG

Cut through the crowded insurance marketplace and get what you need with this guide to Why AIG:

- Connecting you with world-class Casualty leadership
- Highlighting AIGRM's key areas of differentiated value
- Providing examples of AIGRM's advantages working for brokers and clients
- Showcasing why we have an industry leading Casualty position in the marketplace

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The AIG Advantage

Customized Program Solutions

- Provides a broad casualty appetite supported by underwriters who specialize in complex casualty programs
- Enables flexible collateral forms to meet clients' liquidity and capital needs including structured transition programs for smooth onboarding to AIGRM
- Pairs coverage seamlessly with other primary and excess insurance solutions providing clients a holistic approach to managing domestic and foreign liability risk

WHY IS THIS IMPORTANT?
AIGRM's flexible program solutions provide balance sheet protection while also optimizing each client's cashflow and credit objectives.

Advanced Risk Consulting & Analytics

- Helps clients reduce risk by listening to their priorities, responding with sophisticated analyses, such as virtual benchmarking, and interpreting findings into actionable insights
- Delivers specialized risk management advice and services through a dedicated in-house team of former corporate risk managers and safety leaders with expertise in employee, fleet, and customer safety
- Develops solutions supplemented by insights from industry experts who are established providers of proven, effective safety technology

WHY IS THIS IMPORTANT?
Provides clients with industry expertise, tools, guidance, insights, and services to help manage and reduce total cost of risk.

Claims Account Management

- Offers bundled or unbundled claims options
- When bundled, provides client advocacy through a dedicated claims account manager, TPA oversight team, and claims service manager
- Assists clients with complex claims issues and resources for resolution through AIG's severity claims experts, innovative litigation management strategies, and access to elite defense attorneys at negotiated rates for nationwide support

WHY IS THIS IMPORTANT?
Clients have flexibility in claims handling, supported by AIG's claims expertise, services, and network.

Customized casualty programs

Client-specific loss control solutions

Flexible claims management

Learn more: www.aig.com/whyaig

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Why AIG

Customized Program Solutions

ISSUE:
A multinational company faced challenges with coordination of foreign and domestic primary limits and excess attachment points with various carriers.

SOLUTION:
AIG coordinated a program consisting of AIGRM primary casualty, excess lead umbrella, and foreign casualty policies, providing consistency of coverage, limits, and claims handling. AIG's integrated solution consisted of a multi-year rate commitment and a multi-year transition collateral structure.

BENEFIT:
The client experienced an easy transition and global coverage certainty through coordinated global limits, holistic program design, and a collateral transition plan that fit their unique needs.

WHY IS THIS IMPORTANT?
Customized program structures meet clients' unique needs.

Advanced Risk Consulting & Analytics

ISSUE:
A client with rapid expansion and employee turnover suspected its worker injury and auto loss costs were significantly higher than average for its industry.

SOLUTION:
AIGRM's Risk Consulting & Analytics team reviewed safety data with the client and broker to develop a two-year action plan to measure leading and lagging indicators and track initiatives designed to mitigate key loss drivers, including: ladder safety, ergonomic best practices, new employee training, return to work, leadership training, telematics, and fleet safety.

BENEFIT:
The client's loss costs in both auto and workers' compensation were reduced by more than 15% over the two years.

WHY IS THIS IMPORTANT?
Dedicated expertise and customized resources help clients reduce risk.

Claims Account Management

ISSUE:
A client sought flexibility in choosing an unbundled claims approach based on lines of business.

SOLUTION:
AIGRM offered the client flexibility by accommodating their long-standing unbundled WC TPA relationship and supporting their decision to bundle their auto and general/product liability claims handling with AIG.

BENEFIT:
The client was able to maintain consistency on the WC program and take advantage of AIG's claims expertise and familiarity in handling complex general/product liability and auto claims.

WHY IS THIS IMPORTANT?
Flexibility in claims handling provides consistency and expertise.

What is AIGRM?

- Customized workers' compensation, auto liability, and general liability/products liability program structures for sophisticated organizations that retain portions of their risk via deductibles, self-insured retentions ($250K and higher), captives, and retrospective programs, as well as the ability to utilize large guaranteed cost programs ($2M or more in guaranteed cost programs).
- Alternative risk structures include captives, closeouts, retrospective loss portfolio transfers, or structured finance solutions.
- Expertise in creative and flexible solutions around complex risks, spanning a variety of industries, including but not limited to bankruptcy opportunities.
- Coordinated integration into AIG's umbrella/excess and foreign casualty platforms, including primary limits, attachment points, and worldwide coverage.

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The scenarios described herein are offered only as examples. Coverage depends on the actual facts of each case and the terms, conditions and exclusions of each individual policy. Anyone interested in the above product(s) should request a copy of the standard form of policy for a description of the scope and limitations of coverage.

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09/2024