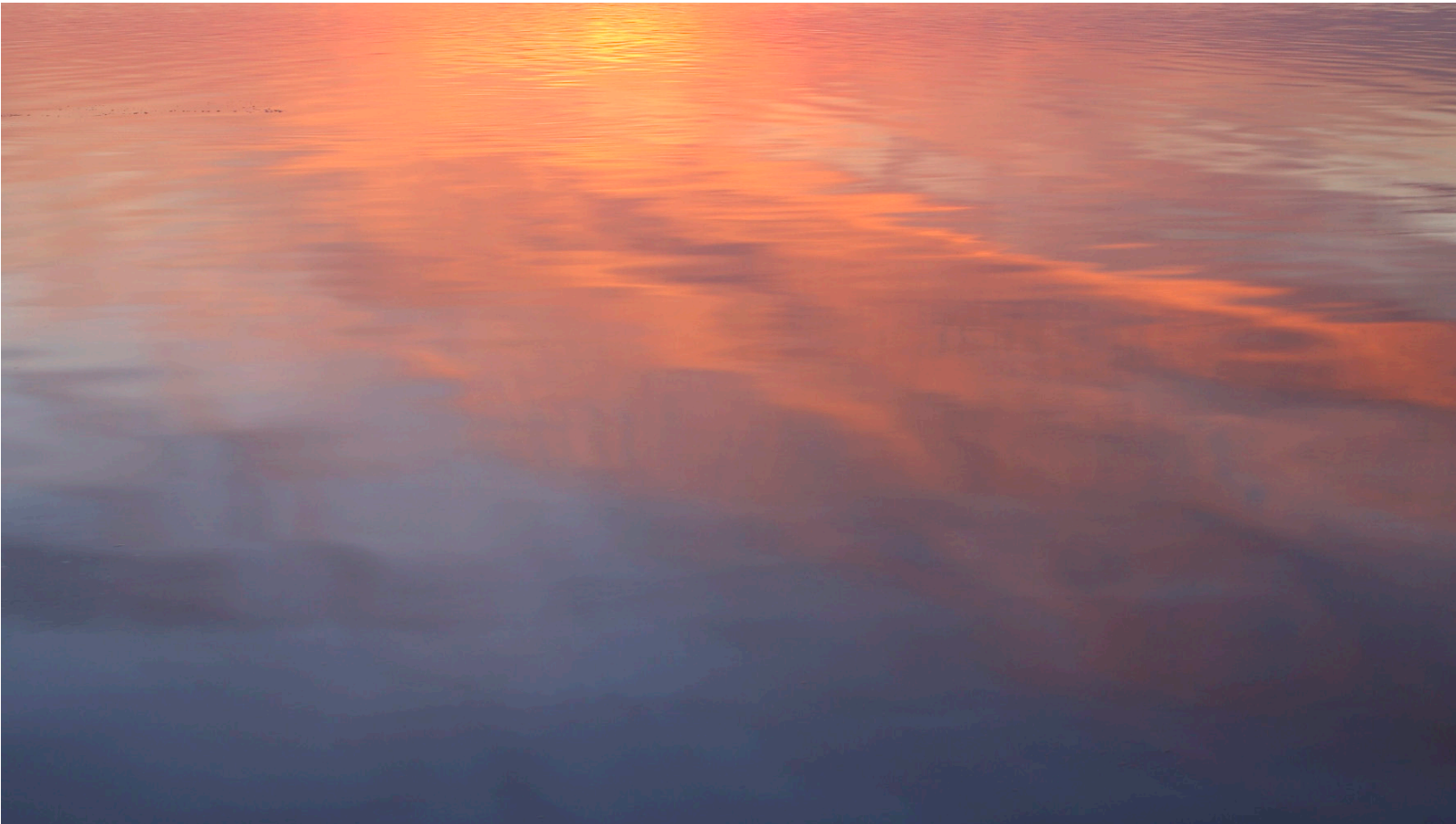


Product Expansion Services



Product Expansion Services



PRODUCT EXPANSION

Global market instability and a still-recovering economy are prompting insurers to consider product expansion as the primary driver of profitability. In order to increase revenue and improve market positioning, insurers must expand existing product portfolios to encompass new lines of business, geographies and distribution channels.

Perr&Knight provides a comprehensive suite of insurance support services that helps our clients develop competitive, profitable products and ensure the suc-

cess of speed-to-market initiatives. We work closely with our clients to define their product expansion needs and design strategies that augment their existing products, processes and professionals.

Perr&Knight's integrated approach to product expansion is supported by a recognized team of insurance experts that includes actuaries, product design professionals, competitive intelligence specialists and regulatory compliance analysts. Key product expansion services include:

Market Analysis	Company Licensing	Design & Pricing	Product Review	State Filings
<ul style="list-style-type: none"> • Generate market size/ share reports • Produce profitability & loss ratio reports • Develop rate change history reports • Track recent changes & trends • Assess regulatory environments • Identify state anomalies • Perform premium & coverage comparisons 	<ul style="list-style-type: none"> • Prepare & submit expansion applications • Prepare & submit corporate amendment applications • Perform seasoning and other requirements research • Appoint producers • Manage license applications online via LicenseReporter.com 	<ul style="list-style-type: none"> • Design rate & rule manuals • Develop base rates & loss cost multipliers • Assist in development of independent forms • Review form content • Review rates & forms for consistency 	<ul style="list-style-type: none"> • Develop rate filing strategy • Review rating manuals for state requirements • Develop state exception pages • Review forms with respect to state requirements • Assist with revising or developing state-required forms • Determine regulatory reporting requirements 	<ul style="list-style-type: none"> • Provide rate filing support • Complete form checklists & transmittal forms • Prepare & submit state filings • Manage correspondence & approval documentation online via StateFilings.com • Provide interrogatory support • Coordinate discussions with DOI personnel





PRODUCT EXPANSION SERVICES

PRODUCT MAINTENANCE

Perr&Knight’s expertise also extends to the continued maintenance and ongoing enhancement of new and expanded products.

We monitor industry trends, regulatory changes and advanced product development methodologies to ensure that our clients’ products remain competitive and

profitable. When additional optimization is necessary, our experts support every step of the revision process. Further, Perr&Knight’s insurance technology experts ensure the success of resulting systems changes, data capture requirements, systems/data integration and business intelligence. Key product maintenance services include:

Competitive Intelligence	Regulatory Compliance	Ongoing Enhancements	Technology Support
 <ul style="list-style-type: none"> • Monitor competitor filings • Develop rate change history reports • Perform premium & coverage comparisons 	 <ul style="list-style-type: none"> • Monitor bureau circulars and adoption filings online via BureauMonitor.com • Prepare & submit state filings • Manage producer appointments & adjuster licensing • Conduct regulatory reporting; manage & track data calls and submissions 	 <ul style="list-style-type: none"> • Perform rate adequacy reviews • Prepare & submit rate and form revision filings • Incorporate advanced rating methodologies such as predictive modeling & tiering • Support telematics & usage based insurance programs 	 <ul style="list-style-type: none"> • Support IT strategic planning & project management • Provide insurance subject matter experts & business analysts • Improve operational & systems workflows • Configure rating & forms environments • Enhance data capture & business intelligence
<p>PRODUCT MAINTENANCE SERVICES</p>			

CONTACT US

Contact us to discuss your product expansion initiatives and to learn more about Perr&Knight’s integrated suite of product expansion and product maintenance support services.



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ABOUT PERR&KNIGHT

Perr&Knight is a leading provider of insurance support services and a strategic resource that companies utilize to reduce their fixed costs while increasing the efficiency and value of their insurance operations. Our insurance support services include Actuarial Consulting, Competitive Intelligence, Data Services, Insurance Technology, Regulatory Compliance and Risk Services.



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