

Case study: Business discovery and due diligence

From problems to solutions

Improving a fleet portfolio



Initial situation

- Client operating a struggling fleet portfolio and considering exiting the line of business unless results could be improved.
- Reached out to Munich Re for both reinsurance capacity and guidance on how best to improve their account performance.



Project approach

- **Discovery:** Conduct an initial assessment of the situation with in-depth senior stakeholder interviews within the fleet department to determine where the client perceived the biggest challenges to be.
- **Design:** A due diligence structure that reviews the core components of the commercial motor value chain to determine the clients pain points.



Results

- **Delivery:** Conducted an in-depth due diligence exercise which identified key improvement areas. We then applied a prioritization matrix to the areas identified and defined actions in order to rectify the situation.
- Munich Re provided capacity and continual client support in monitoring of the actions defined.

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