

## ENR TOP 250 ENGINEERING FIRM SAVES 57% ON PREMIUMS THROUGH DATA ANALYSIS AND BENCHMARKING

Several years ago, Greyling had the opportunity to evaluate the insurance program of a large engineering firm (ENR ranked top 250 firm). Prior to the evaluation discussed in this case study, Greyling and this firm had never worked together.

As part of a getting to know each other process, Greyling offered to perform a benchmark study on insurance policy limits, deductibles, coverage and premium for this large firm. Greyling, through its own clients and other sources, has access to insurance program data from a significant portion of the ENR Top 500 Design Firms.

The report provided by Greyling drew on available comparative data and showed that the firm was overpaying—by a lot. The projected savings for what the insurance program should cost, and the actual results after switching to Greyling are shown below:

	PROJECTED	ACTUAL
PREMIUM % CHANGE	- 54%	- 65.7%
OVERALL PREMIUM % CHANGE	- 52%	- 57.5%
COVERAGE ISSUES	52	RESOLVED

It has been five years since the above and all coverage issues remain resolved and the premiums have not increased—in other words, there was no “bait and switch” by new insurers.

While such dramatic results don’t happen in every case (but it does happen often enough), we at Greyling are often asked: “How can this occur where one broker is so far off?” The main reason is lack of access to comparative data. Greyling is highly focused on large design firms and we know the right price for the right coverage. Our division of EPIC operates as a single team all over the country. We share data and our clients are the beneficiaries.

**COMPANY TYPE:**  
ENGINEERING FIRM

**COMPANY SIZE:**  
\$50M TO \$100M

WITH ACCESS TO RELEVANT BENCHMARK DATA, THIS ENGINEERING FIRM **SAVED MILLIONS IN PREMIUM** OVER THE PAST FIVE YEARS WHILE WORKING WITH **HIGHER RATED INSURERS AND BROADER COVERAGE.**

“ Greyling’s benchmark data for large design firms is a powerful tool. We are fortunate to have been able to help many firms reduce costs and improve their bottom line.”

Dave Collings  
Managing Principal  
Greyling