



COMMERCIAL SCHEMES

DELEGATED AUTHORITY

HOW DOES THIS PRODUCT COMPARE TO A “STANDARD” OFFERING?

Running a delegated authority can be demanding. With increased regulatory demands sometimes it just isn't possible to do it all on your own. Working with Pen Underwriting's Delegated Commercial team you will share the load so you can focus on growing and developing your business.

We can help you with all the technical aspects of underwriting from writing policy wordings to underwriting complex risks, through to designing rating models, building online specifications, managing claims and identifying areas for profitable growth.

We can also help with managing the conduct risk of your business to ensure that your customers' best interests are always at the forefront of what you do.

Our focus on partnership means that you will always have support from people with experience and expertise. Our approach is not only to support you in writing the trickier risks, but also to work with you - and regularly meet you - to determine how and where we can support your growth.

But the benefits don't stop there. We will help to source the right capacity to support your business to ensure that the flexibility that we can offer you and your customers is replicated at all stages.

WHAT ELSE DO YOU NEED TO KNOW?

If you're interested in a delegated authority, the more information we have from you the better. You should be clear about what/how much you'll write, the distribution model and expected performance.

We will want to see your business strategy and any proven record of success. The more we understand your needs the easier it will be to meet them.

Think it might be for you? Get in touch for an exploratory discussion.

WHO QUALIFIES?

Most things!

Our risk appetite encompasses everything from corner shops to contractors to village fetes to venomous snakes on film sets.

We're always looking for the next challenge – so if you think you have a strong business proposition why not give us a try if you think it can work?



WHY DO BUSINESS WITH PEN?

When we set up Pen in 2014, we brought together some of the UK's best known and most respected underwriting businesses, many with decades of underwriting expertise.

Our values – Differentiation, Expertise, Added Value and Ease of Doing Business – are built on these strong foundations.

DIFFERENTIATION

Across Pen we offer more than 60 products, underwritten by industry specialists, providing cover in hard to fill niches.

As well as one of the most varied product ranges in the market, we understand the value of doing business differently – of handling ordinary needs in extraordinary ways - so that standard becomes superior.

EXPERTISE

Being “technical underwriters who trade” defines everything we do.

That means technical expertise from backroom specialists such as analysts, actuaries, pricing experts and capacity managers – not many other underwriting businesses can say the same.

But most of all, business and market acumen so you can trade and negotiate with empowered underwriters.

ADDED VALUE

Whichever Pen product you choose, we believe there should always be an advantage – something in it for you – whether you are a policyholder, capacity provider or broker:

- Claims management that is bespoke to each product, and many products serviced by in-house specialists
- Wide range of capacity supporting £500M GWP
- Hard to find clauses that give brokers an advantage and clients better protection
- Built-in services, like environmental consultancy, so we improve businesses, not just insure them

EASY TO DO BUSINESS WITH

We recognise that although the business landscape is ever-changing, what people value remains unaltered – support, expertise and old-fashioned service.

That's why:

- You can contact our 400 staff on the phone, via our app, or face to face in one of our 15 offices across the UK.
- You choose how to trade with us: most of our products are personally underwritten but we also offer e-traded products and delegated authorities.
- And whether you want to discuss an opportunity, resolve a problem or close a deal, you'll find our leadership hands-on.

BUSINESS DEVELOPMENT CONTACT

Name Central Sales Team

Direct 01403 321196

Email UKGeneralEnquiries@penunderwriting.com

UNDERWRITING CONTACT

Name Aaron Crombie

Job title Underwriting Director - Commercial Delegated Solutions

Direct 020 3178 8255

Mobile 07780 997 883

Email Aaron_Crombie@penunderwriting.com

Name Seb Simmonds

Job title Commercial Director - Commercial Delegated Solutions

Direct 020 7234 4732

Mobile 07771 505706

Email Seb_Simmonds@penunderwriting.com

