

# Case Study

## Company acquisitions



Ascend Broking Group

Business Insurance Solutions



## Commercial insurance management Company acquisitions

The client had not had a review of insurances and group placement due to a combination of:

- Lazy broker
- The appetite in the market
- The manner in which they had previously approached the market
- Growth of group structure

Our clients enjoy market-leading coverage backed by carefully selected insurers who provide an award-winning claims service.

Visit Ascend Broking to find out more.

### The solution:

Ascend prepared a detailed presentation and separate overview document of the industry sector to enable prospective insurers to consider the proposal. By adopting this approach, we were able to demonstrate we could reduce the client's time lost to multiple insurance meetings, cost & paperwork reductions.

Saving achieved of £50,000.

By understanding the client's needs, the sector and what was causing the insurance marketplace concerns, we were able to introduce them to our market connections and provide them with a market-leading solution.

*"Following our meeting, we realised we needed to undertake a full review of the placement of our insurances, following growth and acquisitions, after our outgoing broker never discussed the placement."*



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# Ascend Broking Group

## Business Insurance Solutions

### Our Awards

Since our inception in 2017, we have sought to provide an innovative, local and personal service to our clients.

Our goal is to be the best, not the biggest and our unique approach has recently been recognised in the insurance industry, in the following highly-respected awards:



A record 17 award nominations in 2019



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