

NIG Schemes Proposition



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“The combination of great technical knowledge and a flexible service proposition enables us to provide solutions that fit our broker's unique schemes needs.”

Sonya Bryson
Managing Director NIG

NIG. Here's Why.

We forge strong broker partnerships to help protect UK businesses.

We specialise in insurance for commercial business. In fact, we've been insuring UK businesses through brokers since 1894 and we've always focused on making sure our products and services meet your needs. We have some impressive credentials that demonstrate our strength in our market.



Strong credit rating



Focus on UK commercial broker markets



Large portfolio of products

125
YEARS

of commercial underwriting expertise

Schemes

Specialist

We work with you to design products which meet the needs of your customers and provide a competitive solution in a tough marketplace.

Flexible

With a broad underwriting appetite and a flexible approach to service we are well placed to deal with a wide variety of scheme opportunities.

Supportive

Through our partnership we will support your scheme to grow to critical mass and enable you to achieve a core portfolio of profitable business.





Specialist Team

With dedicated underwriting and high authority levels, our specialist team in Bristol brings over 150 years of experience to the table.



Flexible Delivery

Be it a delegated authority or a fully serviced proposition we will support to ensure you get the most from your scheme.



Appetite for Schemes

We like scheme business and do it well. Be it a ground up scheme, an established scheme or something out of the ordinary we have the expertise and desire to deliver the best solutions.

Your Schemes Contacts

Each of our eight regional branches and our National Trading Centre have a schemes specialist with whom you can discuss your schemes opportunities via your Senior Business Development Manager.



Regional Scheme Experts



Phil Smith

National Trading Centre
phillip.smith@nig-uk.com



Michael Buse

Head Office Schemes
Underwriting Manager
michael.buse@nig-uk.com



Neil Bowen

Glasgow
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Paul Berry

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Darren Mason

Birmingham
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Daniel Honiss

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Jason Leist

London
jason.leist@nig-uk.com



Simon Parry

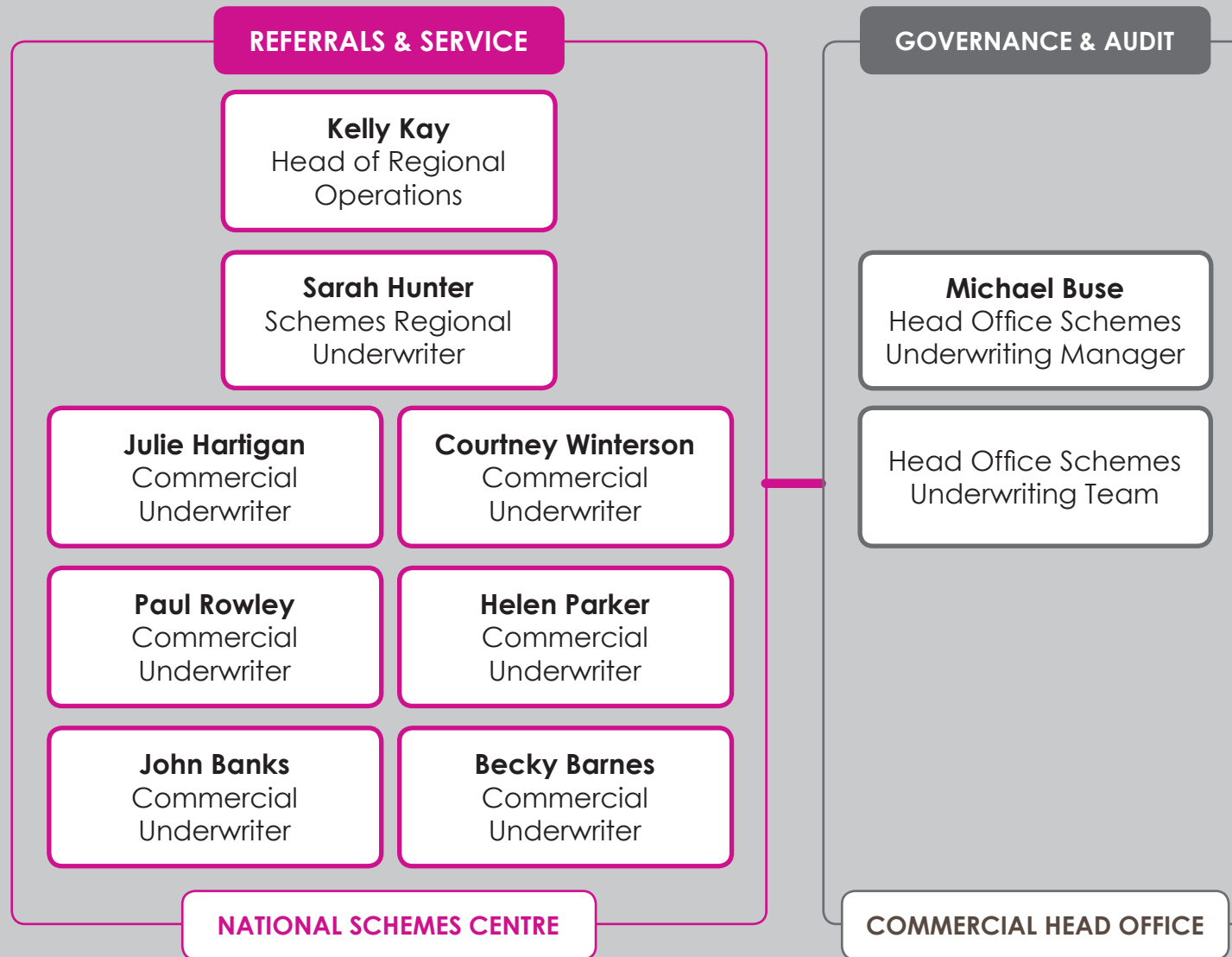
Maidstone
simon.parry@nig-uk.com



Stuart Barnes

Bristol
stuart.barnes@nig-uk.com

National Schemes Centre





Sarah Hunter

Sarah heads up the National Schemes Centre and has worked in commercial insurance since 1990 specialising in motor fleet and PA/business travel. She has a wealth of experience underwriting business including FTSE 250 companies, the public sector as well as many other businesses types.



Julie Hartigan

Julie has worked in commercial insurance for over 20 years specialising in the property market.



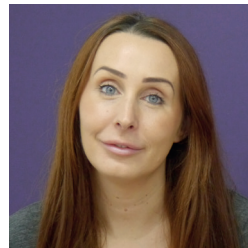
Paul Rowley

Paul has 15 years of commercial insurance experience in underwriting and broking, specialising in the property market.



John Banks

John has worked within NIG for 7 years and has over 10 years commercial insurance experience.



Courtney Winterson

Courtney has been with the Direct Line Group for 14 years and with NIG for three of them.



Helen Parker

Helen started her insurance career in the 80s progressing from personal lines to commercial. She is experienced in all classes and has been with NIG for 14 years.



Becky Barnes

Becky has 17 years commercial insurance experience specialising in motor fleet and motor trade. She also has vast experience and knowledge in underwriting scheme business having been involved in this specialist market since her early insurance days.

Meet The Team

We have a dedicated team to service and support your business on an ongoing basis.

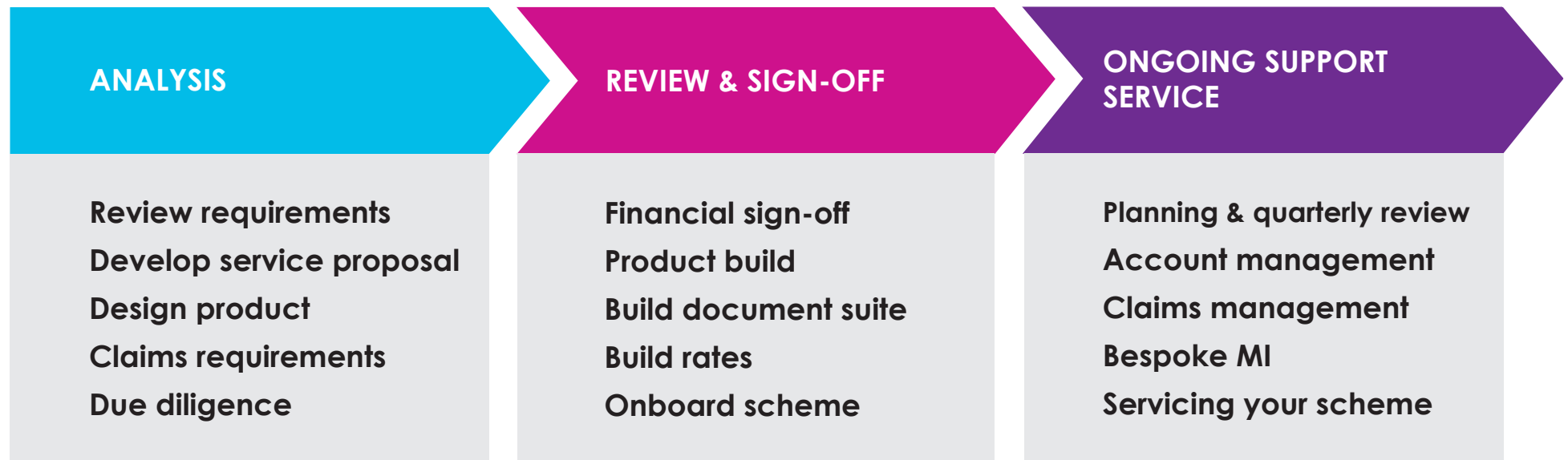
Onboarding Process

We have a clear onboarding process which allows us to make quick decisions. This can take as little as six weeks depending on the complexities of the scheme.



Setting Up Your Scheme

From the conception of your scheme through to it's first renewal and beyond, we have a proposition that ensures you are supported every step of the way.



A Flexible and Tailored Approach

Schemes is a significant proportion of our business and we bring a long and successful history of setting up and managing scheme business.

We understand to be successful you have to be able to offer something differentiated and add value to your customers. Our schemes proposition is broad enough and flexible enough to meet the unique requirements of your scheme.



Brand new operational schemes team



Dedicated team with 150 years commercial underwriting expertise



Open to new commercial schemes opportunities from £300k upwards



Speed of delivery within 6 weeks



New scheme analysis

Our Proposition



Product

Bespoke product
Schemes expert advice
Supported delegated
authority or in-house
specialists



Service

Local account
management
Specialist team
Local claims
management
Ability to bespoke
Clear account
planning processes
Bespoke MI
Dedicated
escalation points



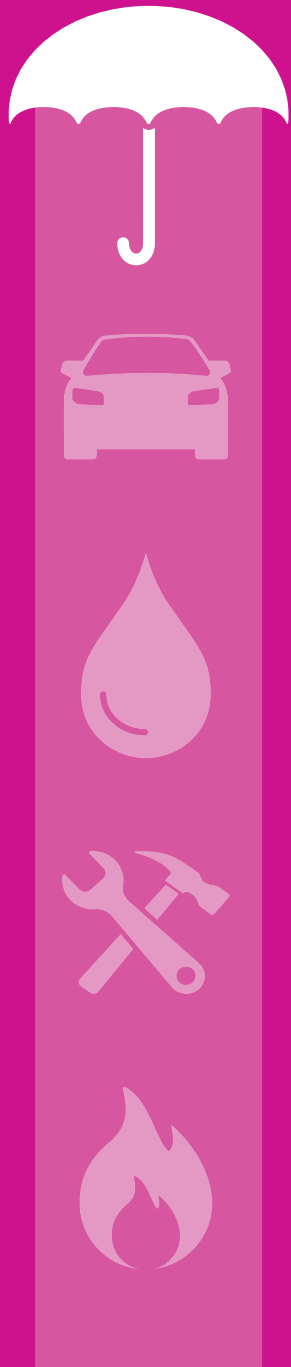
Support

Risk management
funding
Risk management
training



Financial Deals

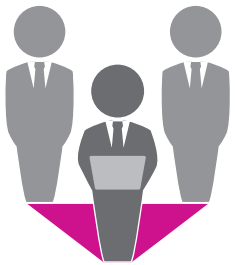
Bespoke financial deal
Marketing funds



Claims is at the heart of what we do. We offer various claims handling options, ensuring we are delivering when your customers need us most.

Claims Proposition

We are flexible in our approach and aim to be effortless to deal with both in terms of you the broker and your end customers.



Claims account management

You will have a local claims manager to support your business and attend meetings as required



360 Portal

Your customers can upload videos and photographs to support their claim online enabling faster claims settlement



Bespoke MI

We will produce MI regularly so you are informed as to how your business is running

Testimonials

“ We have had a delegated property owners scheme with NIG since 2004, during which time we have worked closely with them on the policy wording and cover to ensure we are able to offer our clients something different to the standard.

We have expanded our footprint from having schemes for specific geographical areas to a much broader nationwide footprint.

We have a very close working relationship with both our business development manager and the schemes manager who take time to understand our business.

Our relationship has been built on mutual trust and respect in which we can be open and honest with one another.”

Heath Alexander-Bew
*Director, Alan Boswell
Insurance Brokers Limited*



“As a business we were looking to diversify our relationships to support our continued growth in the United Kingdom. From our initial meeting with Michael Buse, National Schemes Underwriting Manager we knew NIG was the right choice. The attention to detail and client focussed attitude reflected our company culture and we couldn't wait to get going!

The NIG team more than lived up to the commitments they told us at the start of our on-boarding journey and were only a phone call away whenever we needed any help.

We are excited to be working with NIG and are very much looking forward to a long and prosperous partnership!”

Martin Crannis

*CEO, Sportscover
Europe*

SPORTSCOVER™

More information can be found at
www.nig.com/schemes

We would be delighted to discuss your
scheme opportunity further. Please
contact your SBDM or our schemes team.



01903 636314



nig.national.schemes.centre@nig-uk.com

