



PERILFINDER
MGA

Risk data delivered easily, quickly and accurately

CASE STUDY



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MGAMLimited

**MGAM integrates Perilfinder™,
the trusted property-level risk data solution,
into its quote and bind platform.**

Gamma Location Intelligence's Perilfinder™ risk platform supports MGAM, an independent Managing General Underwriter, in its mission to transform the insurance landscape.

MGAM improves its clients' operational and management efficiency by using highly sophisticated integrated IT systems and software, coupled with its detailed knowledge of the insurance market. Its investment in the location intelligence (LI) Perilfinder™ platform enables coverholders to manage their businesses efficiently and cost-effectively.

The Challenges faced by MGAM

As MGAM continues to expand, it constantly seeks new and innovative solutions which add value for its partners.

A key value-add is accurate peril data and coverage across the British Isles. Through its research, MGAM identified Gamma LI's Perilfinder™ as a credible alternative to its existing provider.

Having validated its research through discussions with Gamma, it was an easy decision for MGAM to make the transition to Perilfinder™.

Perilfinder™ delivered on all of MGAM's requirements, specifically:

- An enterprise-grade platform used by Europe's leading insurers, with accurate coverage throughout Britain and Ireland.
- High-quality, customisable, and easy-to-use software.
- Flexible and transparent SaaS pricing.



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RISK

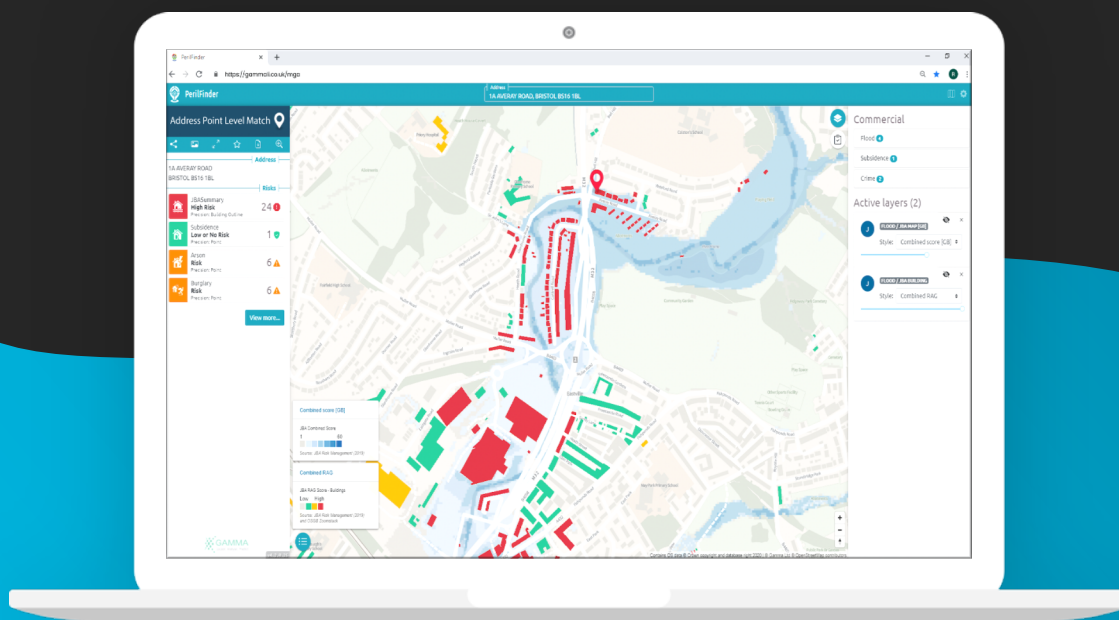


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The Solution

Gamma LI's Perilfinder™ is the complete underwriting solution, offering address-level risk assessment, exposure management, and reporting. Incorporating premium property-level geocoding, superb map visualisation, intuitive risk and accumulation scoring and powerful spatial peril models, Perilfinder™ enables MGAM's partners to identify location risk in seconds.



Perilfinder™ is the location-intelligent platform of choice when property risk is critical.

An enterprise-grade platform used by Europe's leading insurers

MGAM required access to peril data (including flood, subsidence, and crime data) to help coverholders quote accurately. As the solution of choice for many international enterprises, including three of Europe's top five P&C Insurers, Perilfinder™ provides confidence, stability and scalability.

High-quality, customisable, and easy-to-use software

Gamma LI delivered APIs and web applications loaded with peril models and property-level data. The software was further customised to meet MGAM's specific needs, so that coverholders are able to write policies quickly and efficiently.

Flexible and transparent SaaS pricing

MGAM needed a solution that provides its management and partners with the key information that they require quickly and easily. Gamma LI extended the reporting dashboard to provide clear usage reporting, which allows more informed decisions. Perilfinder's flexible SaaS pricing model allows MGAM to only pay for what they need, but with the flexibility to grow as their market share increases.



Business Benefits realised by MGAM

MGAM provides a growing suite of insurance products to the SME sector. To deliver value to coverholders, Gamma LI helps MGAM and its partners to better understand location-based risks by displaying them within a single platform. MGAM has also integrated Gamma's peril-related APIs into their ecosystem.



Trusted Partnership

MGAM is transforming the insurance landscape through its innovative approach and targeted products – aligning the interests of coverholders, carriers and policyholders – to deliver superior outcomes for everyone in the distribution chain. It has made sure its technology platform, which underpins the entire business, is best-in-class.

MGAM sought a partner, and not just a supplier, that is flexible and responsive to its needs as it evolves. At Gamma LI, we pride ourselves on delivering excellent customer service at competitive rates, as proven by the fact that we work with three of Europe's top five P&C insurers and have a 100% retention rate in our insurance vertical. We are responsive, transparent, and ISO-certified, with an uptime of 99.5%.



Fast Onboarding and Ease of Use

Gamma LI met MGAM's requirements in accordance with the prescribed spec, timeline and budget. We customised the front end to meet MGAM's requirements. We further developed our user management dashboard to allow MGAM to add and remove users with minimum effort and also monitor coverholder activity. With Perilfinder's user-friendly and intuitive dashboard, the user can quickly and accurately review any property of interest.

Perilfinder™ provides property-level matching with flood, subsidence, and crime RAG scoring, and insightful accumulation reporting, including by coverholder. As well as the customised platform, clear and open communication with MGAM has enabled fast and efficient development and deployment of same. Furthermore, ongoing support is being provided to the MGAM team by Gamma LI.



Efficiencies, Risk Reduction and Cost Savings

Gamma LI is an ISO-certified, cloud-native solution provider which makes property-level risk data more accessible and more affordable through innovation. As experts in developing and hosting location-intelligent solutions, Gamma LI uses its cloud-native technologies to deliver cost savings for our clients.

Gamma LI empowers MGAM's technical innovation focus and helps to support business growth by improving efficiencies, leveraging economies of scale and delivering accurate data throughout the whole process, from client to insurer.



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Jason Anthony, CEO of MGAM Ltd, commented: "MGAM's strength lies in its investment in technology, combined with its culture and insurer relationships. We selected Perilfinder™ because Gamma LI's customer-centric, solution-driven ethos mirrors our own.

"Throughout our negotiations, Gamma LI offered insight which proved invaluable in creating a tailored solution which exactly meets our needs.

"As a result, MGAM is able to provide our partners with an effective tool to speed up the placement of risks and provide great service to their clients."

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Richard Garry, Chief Commercial Officer at Gamma LI, said: "Gamma LI are delighted to provide our user-friendly underwriting address level risk assessment and reporting solution, Perilfinder™, to MGAM. Perilfinder™ allows the rapid identification of property-based risk, speeding up the decision-making process and providing comprehensive management reporting.

"Gamma LI looks forward to working with MGAM for many years to come."



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GAMMA
Locate, Analyse, Predict



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Contact Us

Call Us



+44 161 543 4464

Email



info@gammali.co.uk