



WYNGAARDT

BROKERS

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FSP 53138

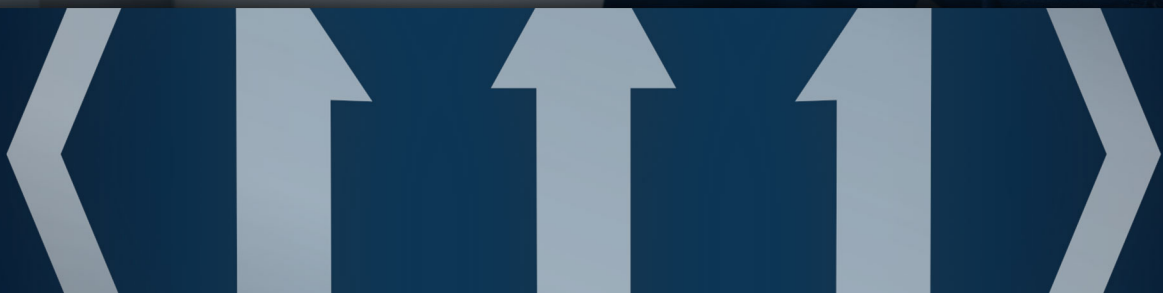
CASE STUDY

LONG-TERM VALUE REALISATION
THROUGH STRATEGIC PORTFOLIO
MANAGEMENT

PRECISION PLUMBING SERVICES

CLIENT OVERVIEW

THE COMPANY IS A SMALL, PRETORIA-BASED BUSINESS SPECIALISING IN PLUMBING MAINTENANCE, CONSTRUCTION PROJECT PLUMBING, AND THE RESOLUTION OF DIVERSE PLUMBING ISSUES. OPERATING A COMPACT FLEET OF APPROXIMATELY FIVE VEHICLES, THEIR BUSINESS REQUIRED INSURANCE SOLUTIONS ALIGNED WITH BOTH DAY-TO-DAY OPERATIONS AND PROJECT-BASED SERVICE DELIVERY.



CHALLENGE

AT THE POINT OF ENGAGEMENT, THE COMPANY WAS MANAGING THEIR INSURANCE INTERNALLY WITH LIMITED ACCESS TO EXPERT ADVICE. THEY WERE BURDENED WITH HIGHER-THAN-NECESSARY PREMIUMS AND LACKED A BROKER-LED STRATEGY TO OPTIMISE COST AND COVERAGE.



OUR INTERVENTION

FROM THE OUTSET, WYNGAARDT BROKERS PROVIDED IMMEDIATE RELIEF BY SECURING MONTHLY SAVINGS OF SEVERAL THOUSAND RAND, COUPLED WITH MORE ACCURATE AND FIT-FOR-PURPOSE ADVISORY SUPPORT. WITHIN THE FIRST TWO YEARS, WE HAD ACHIEVED A 30% REDUCTION IN TOTAL PREMIUMS, DIRECTLY ATTRIBUTABLE TO FAVOURABLE CLAIMS EXPERIENCE AND ACTIVE PORTFOLIO OVERSIGHT.

AS THE RELATIONSHIP MATURED, INSURERS OCCASIONALLY PROPOSED UNJUSTIFIED RENEWAL TERMS, MISALIGNED WITH THE CLIENT'S LOW-RISK PROFILE. IN EACH INSTANCE, WYNGAARDT BROKERS CHALLENGED THE RENEWAL INCREASES AND PROACTIVELY SOURCED ALTERNATIVE, MORE COMPETITIVE OPTIONS—WITHOUT PROMPTING FROM THE CLIENT. THIS PROACTIVE BROKERING LED TO SUCCESSIVE SAVINGS OF AN ADDITIONAL 20% ON TWO SEPARATE OCCASIONS DURING THE EIGHT-YEAR PERIOD.



OUTCOME

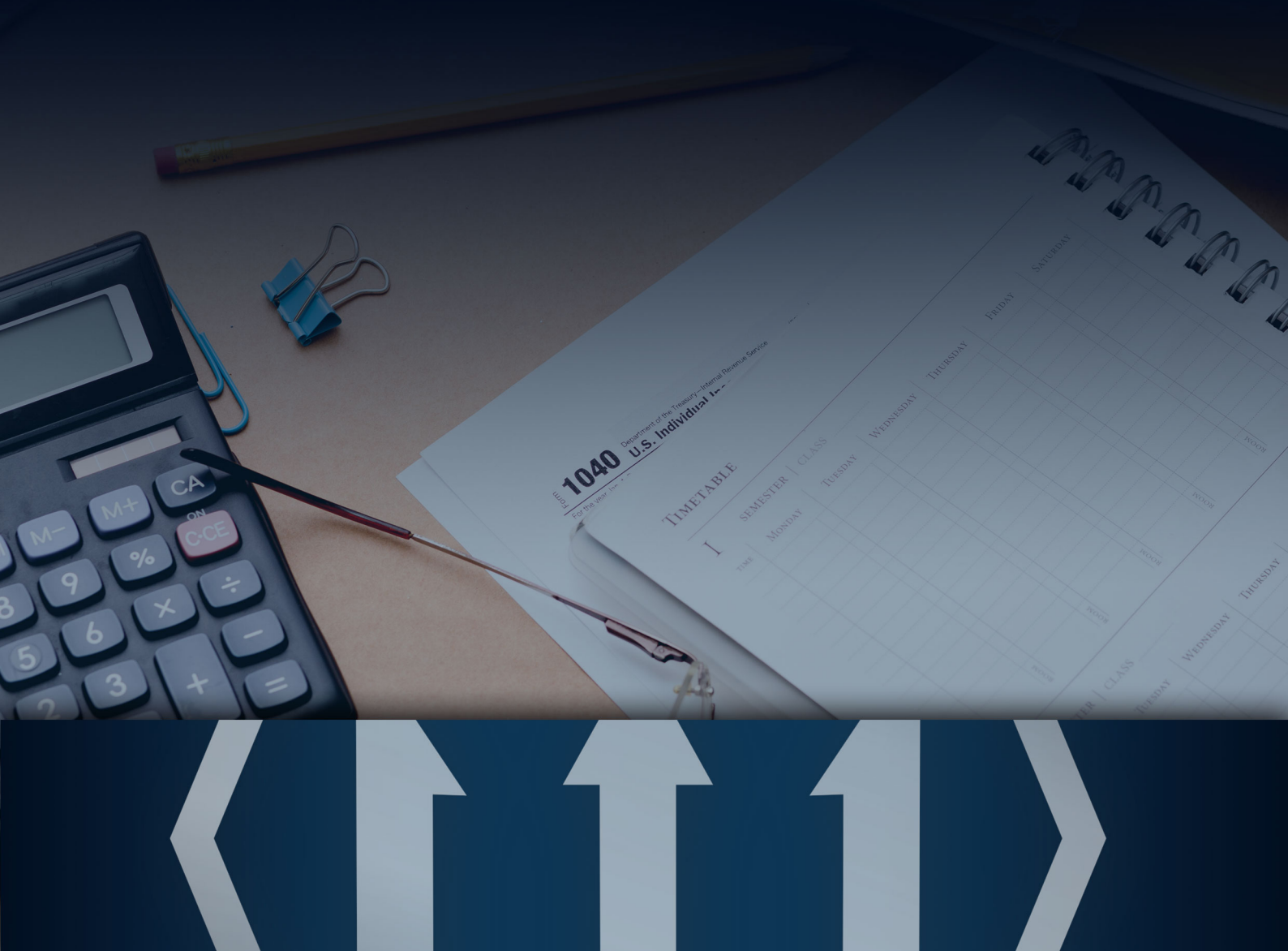
OVER THE SPAN OF EIGHT YEARS, THE COMPANY
ACHIEVED:

- A TOTAL REDUCTION OF NEARLY 50% IN
PREMIUM SPEND
- A MODERNISED FLEET INSURED AT
COMPARABLE RATES TO THEIR PREVIOUS,
DEPRECIATED FLEET
- SUSTAINED LOW CLAIMS ACTIVITY
- A WELL-MANAGED, BROKER-LED PORTFOLIO
- HIGH-VALUE SERVICE THAT EMPOWERED
OPERATIONAL FOCUS AND BUSINESS EXPANSION



STRATEGIC INSIGHT

THIS CASE HIGHLIGHTS THE LONG-TERM FINANCIAL AND OPERATIONAL VALUE OF ACTIVE PORTFOLIO MANAGEMENT AND CLIENT-CENTRIC REPRESENTATION. THROUGH CONSISTENT OVERSIGHT, ADVOCACY DURING INSURER NEGOTIATIONS, AND A CLEAR UNDERSTANDING OF THE CLIENT'S EVOLVING RISK PROFILE, WYNGAARDT BROKERS ENABLED THE COMPANY TO REALISE MEASURABLE COST SAVINGS, WHILE MAINTAINING ROBUST COVERAGE THROUGHOUT ITS BUSINESS GROWTH.



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