



Euler Hermes - March 2015

# What can we learn from Allianz?

## Amanda William spends a month on secondment at Allianz Global Corporate & Specialty

At the end of 2014, Amanda arranged a secondment with Allianz Global Corporate & Specialty to learn about their underwriting processes, their selection of product lines and to explore how we can work even closer together.

Whilst on secondment for a month, she spent time with underwriting departments to learn more about the role of an underwriter, how performance is measured and the different sources of data that are used.

Over the past few weeks, Amanda has reviewed the differences and similarities between AGCS and Euler Hermes and has made some recommendations on best practice, staff development and intelligence sharing.

Amanda found that most product lines at AGCS are relational to Euler Hermes and that we can improve our One Allianz Intelligence: by either improving our understanding of management risk or country, and export risk, she discovered there are many benefits available to the group.

After an increasing trend in fraud was uncovered in 2014, Amanda arranged a meeting between the EH fraud team and the AGCS fraud team to explore whether new sources of information are available. They discovered that obtaining access to the Insurance Fraud Register could be a possibility, which would enable EH to screen names and addresses before prospects become clients and search any suspicious buyer details. EH are scheduled to meet with Allianz later this year to discuss this further.

Amanda presented further ideas to senior management on how Allianz and EH can work together, which are currently being reviewed. If you would like to know any more information, please email [Amanda William](#) or call her on \*12924.