




Technical resourcing partnerships

Actuarial resourcing solutions





“We have worked with EMB since the start-up of our business and they have become a key partner, working closely across a wide spectrum of our operations.

A key feature of this successful relationship has been EMB’s ability to blend a high level of technical expertise with a down-to-earth commercial understanding of the practicalities of our business.”

Mike Gardiner, Director
Mitsui Sumitomo Insurance (London Management) Ltd

Actuarial resource – when you need it

The global rise of risk-based regulation means that actuarial teams are likely to become more stretched. Legislation, such as Solvency II, will force insurance companies to expand the actuarial function.

All businesses suffer from temporary or longer-term gaps in resource and skills. EMB offers a high quality, flexible and cost-effective solution for general insurance actuarial assignments based on UK consultants, working in conjunction with you and actuaries from EMB India.

Our Indian-based consultants are committed to the group culture and ethos of EMB that includes rigorous reviews, exacting professional standards and proven processes. The team is used to working remotely with clients and other EMB offices, and is highly experienced in using EMB market-leading software to deliver added value. It's a proven formula as we've been operating in this way for a number of years.

We can support you across the full range of actuarial work, including data preparation, pricing, reserving and capital modelling. All our Indian consultants have been recruited from top tier universities, and undergo the same rigorous training as all of our graduates.

How EMB resourcing partnerships help you:

- Deal effectively with peaks and troughs in workload. From Day 1 of your project, you'll have a fully trained person ready to go
- Free your management time to deliver more value to the business
- Avoid the cost and lead times associated with additional recruitment and training
- Reduce incremental employment costs
- Work is cost-effectively completed to the standard you would expect of EMB
- Work with staff who are experienced in getting the most out of EMB software
- Increase the range and depth of analysis
- Facilitate research and development
- Transfer knowledge to your people



Introducing EMB

Since our formation in 1993, EMB has developed a track record of innovation in actuarial techniques and award-winning software. Our unique range of skills and services offers a powerful combination for addressing the key challenges facing insurers.

EMB Business Consultancy

We advise on strategic risk management issues that demand analysis of marketing and corporate capability as well as key financial drivers. Our expertise can be applied across business operations, to meet specific needs such as new market and product developments, mergers and acquisitions and process improvements, or in particular areas of the business such as distribution, products and pricing.

EMB Actuarial Consultancy

EMB has established a first-rate reputation for technical excellence in actuarial engagements, covering all aspects of reserving, financial modelling and pricing. Leading-edge techniques are deployed in a manner appropriate to the business need. Many of the methods we have pioneered are now accepted as the norm in the industry.

EMB Marketing Sciences

EMB Marketing Sciences brings a powerful mix of technical, pricing, analytical and marketing strategy skills to insurance and non-insurance marketing issues in order to help companies save money and get better returns from their marketing investment.

EMB Financial Crime

The financial crime consultants at EMB have decades of expertise in the prevention, detection and investigation of fraud and financial crime. Our services combine best-of-breed data, analytics, software and process support tools with our deep knowledge of the insurance sector. We focus upon prevention methodologies to rapidly identify potential risks while minimising the impact on genuine customers.

EMB Investment Consultancy

Applying our financial modelling and actuarial experience to the asset side of the balance sheet, we enable insurers and other financial services organisations to manage investment risk more effectively.

EMB Professional Development

We have distilled our breadth and depth of knowledge into structured education programmes for all disciplines and for all levels within insurance companies. This enables our clients to build internal capability to complement the benefits of working in partnership with EMB.

EMB Software

Originally designed to support our own projects, our range of analytical software is unrivalled, making it feasible to perform tasks that would otherwise be impossible, impractical or hugely time-consuming. Leading insurers around the world use our software to improve their businesses and profitability.

Integrated solutions

We have the advantage of pooling the expertise and experience from across all of our service lines in order to offer an integrated solution to our clients.

Engagements in areas such as new product development, price optimisation, enterprise risk management and usage-based insurance rating structures all offer examples of how EMB has been able to bring this range of experience to bear.



Working around your needs

The way we work with you is completely flexible - whether you require additional resource for a specific project, or you want longer-term technical support.

In all cases, there will be an assigned UK-based EMB consultant, whose role is to agree the project and resource planning approach with you together with methods for work allocation, delivery and acceptance. They will continue to manage the delivery through EMB India and will provide a direct point of contact for you throughout the engagement. In our constant drive for quality, all work carried out in India is peer reviewed there before being passed through to the lead EMB office for further checking.

In the early stages of a relationship, depending upon the complexity of the work deliverables, we find it is generally useful to second an employee or employees from EMB India into your operation for a short period of time. This helps them understand your business and enables you to get to know them. Thereafter, they may also work for a period of time in an EMB UK office while our working relationship beds in.

Over time, we would expect that you might wish to liaise more directly with the team in India. Our UK consultants will continue to be involved in providing feedback and in refining work objectives with you.

If you would like to discuss further how EMB's resource partnerships may be of benefit to you, please contact your local EMB office or contact Vikas Newatia, Managing Director of EMB India - vikas.newatia@emb.com

Case history

A large UK-based multinational insurer required datasets from various legacy systems to be cleaned and integrated into a new management information specification. A consultant from EMB India with two years' general insurance experience and SAS skills was initially seconded to the client for a short period and determined and agreed the scope and depth of the technical analysis alongside the UK team.

Benefitting from detailed knowledge of structuring data for use in EMB software applications, he returned to India to clean and run analyses on a large sample data set, liaising with the client as necessary.

Once the methodology had been agreed on the sample data set, he returned to EMB's UK offices to work with local consultants and the client to apply the process to the whole dataset and produce the required MI and documentation. The assignment was successfully completed in two months.



EMB's Software Portfolio

EMB is the world's leading provider of actuarial software.



EMB Emblem™ builds robust predictive models of claims, retention, conversion and other customer behaviour. Its powerful and flexible analytical capabilities allow the most sophisticated models to be fitted to large datasets rapidly.



EMB Classifier™ analyses the effect of geographical area on risk through a range of sophisticated spatial analysis methods.



EMB Rate Assessor™ combines technical and customer behavioural models, competitor, distribution and customer information to support the rate selection process. By comparing price levels, rating structures and emerging experience trends, users can identify and validate pricing options through interactive scenario testing.



EMB Optimiser™ extends the capabilities of Rate Assessor using state-of-the-art mathematical algorithms to derive optimised premiums at the individual or ratebook level.



EMB Prism is a pricing application that allows you to technically rate insurance and reinsurance contracts typically sold in the London Market. It also maintains a record of all quotes and signed contracts, as well as the assumptions and reasoning behind pricing decisions.



EMB Media Optimiser™ is a web-based solution that enables companies to maximise the return on investment from marketing budgets.



EMB ResQ™ is the market-leading non-life reserving package. ResQ Professional and ResQ Enterprise build on more than a decade of development and innovation. They both combine powerful modelling and reserving methods with flexible, high-integrity data management capabilities. The optional 'Bootstrap' feature is for estimating reserve variability based on leading-edge stochastic techniques.



EMB Igloo™ is the insurance industry's leading financial modelling platform, allowing companies to model multiple business scenarios. EMB Igloo is known for its power, flexibility and transparency and comes with an extensive library of components. This includes economic scenario generation, claims generation, reserving, reinsurance, financial reporting and capital calculations.



EMB Repro is an application for graphically analysing existing reinsurance data. Users can quickly identify where they are covered, where they are exposed and any gaps. It can be used for multiple purposes including audits of insurance and reinsurance data.



EMB Validate is a fraud prevention tool that blends best practice claims handling with the ability to screen a claim using criteria-based content analysis.

The background features several glowing, curved lines of red light against a black field. These lines vary in thickness and brightness, creating a sense of motion and depth. Some lines are more prominent, while others are fainter, suggesting a complex, multi-layered structure.

*Our clients include over 80% of the world's
top 50 general insurance companies.*

EMB Worldwide

For more information contact your local EMB office or email us at info@emb.com.

Europe

United Kingdom,
Epsom
Cambridge
London
+44 (0)1372 751060
info-uk@emb.com

Germany,
Cologne
+49 (0)221 35 66 26 0
info-de@emb.com

France,
Paris
+33 (0)1 78 94 21 60
info-fr@emb.com

Norway,
Bergen
+47 93 00 88 50
info-no@emb.com

The Netherlands,
Amsterdam
+31(0)20 820 00 60
info-nl@emb.com

Spain,
Madrid
+ 34 917912934
info-es@emb.com

North America

San Diego, CA
+1 858 793 1425
info-us@emb.com

San Antonio, TX
+1 210 826 2878
info-us@emb.com

Chicago, IL
+1 312 986 1425
info-us@emb.com

Chagrin Falls, OH
+1 440 725 6204
info-us@emb.com

Hollywood, MD
+1 312 261 9631
info-us@emb.com

Stamford, CT
+1 203 604 2930
info-us@emb.com

Latin America

Brazil,
Sao Paulo
+55 11 2711 1500
info-br@emb.com

Africa

South Africa,
Johannesburg
+27 11 728 7651
info-za@emb.com

Asia-Pacific

Japan,
Tokyo
+81 3 5942 5901
info-jp@emb.com

India,
New Delhi
+91 124 410 1018
info-in@emb.com

Australia,
Sydney
(The Quantium Group)
+61 2 9292 6400
info@quantium.com.au

emb.com

The information and opinions contained in this publication are for general information purposes only. They do not constitute definitive professional advice, and should not be relied on or treated as a substitute for specific advice relevant to particular circumstances. EMB does not accept or assume any liability, responsibility or duty of care for any loss which may arise from reliance on information or opinions published in this publication or for any decision based on it. EMB would be pleased to advise on how to apply the principles set out in this publication to your specific circumstances. Copyright © 2009-2010. EMB Consultancy LLP. All rights reserved. EMB refers to the international actuarial, consulting and software practice carried on by EMB Consultancy LLP, EMB Software Management LLP, EMB Software Limited and their directly or indirectly affiliated firms or entities, partnerships or joint ventures, each of which is a separate and distinct legal entity.