

The Transparent Advocates.



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About Us.

RP Insurance Consultants (RPIC) is an independent insurance consultancy practice headquartered in Dubai, UAE.

We have evolved from a team of insurance experts representing over 100 years of consolidated experience in insurance broking and consulting across the Middle East and North Africa region.

Bridging the 'Gap'.

As of now, there remains a gap in the market for what we would simply define as Insurance Supply Chain managers.

By filling this gap, RPIC not only eradicates the conflict of interest that currently rests on insurance brokers' shoulders, but also provides customers with an ability to get real value for money and ultimately build a much closer relationship with their core insurance providers.

Our role also completes the jigsaw for those organisations that currently do not employ insurance experts to carry out risk and insurance management functions.

Below is a visualised summary of how RPIC employs its effective services to bridge this gap.



Our Services.

The services we provide are far broader than that of a conventional broker, and include:

1 —

Cost Control & Insurance Portfolio Management.

RPIC acts on behalf of clients to take on the role of an outsourced insurance supply chain / risk management team, and to ensure full transparency of all related insurance expenditure particularly with regard to insurance brokerage and/or reinsurance brokerage (as applicable to their insurance policies).

We also follow up on ancillary insurance deliverables and examine areas where brokerage costs can be reduced.

2 —

Reinsurance Support.

RPIC in conjunction with specialty reinsurance strategic partners predominantly based in London, is able to support analytical modelling services, review of reinsurance portfolios and provide fresh and objective structures to the reinsurance programs of our clients operating in a constantly evolving business environment.

3 —

Insurance Affinity Opportunities / Revenue Generating Potential.

When RPIC clients are involved in major projects (or have substantial client bases, real estate holdings etc), there may be potential to develop insurance cross-selling opportunities and ultimately use their insurance brokers to build out revenue sharing capabilities.

We have extensive experience in managing affinity programs and maximising additional earnings from cross-selling activities.

4 – Broker Selection Exercises.

From time to time it is prudent for companies to invite brokers to bid for their insurance programs.

This is an ideal opportunity for RPIC to act on the client's behalf as a skilled resource to assist in the selection process and also advise on future brokerage revenues.

5 – Up to Date Information.

RPIC ensures insurance companies and brokers provide detailed insurance policy registers so that our clients have a clear understanding of all their policies at their fingertips, with the ability to spot any potential shortfalls in coverage.

6 – Full Disclosure / Transparency.

RPIC ensures that our clients are fully aware of all commissions earned by their brokers, as well as any related reinsurance commissions / profit incentives.

7 –

Additional Advisory Support.

RPIC provides -24hour assistance whenever required for all insurance related matters. This includes claim support in the event of problematic claims.

8 –

Anti Bribery / Corruption.

RPIC works with clients to improve controls and eliminate potential bribery and corruption.

9 –

Insurance Company Relationship Building.

RPIC helps strengthen the relationships between our clients and their insurance carriers, taking a long term view and eyeing future opportunities to trim insurance brokerage earnings upon renewals.

10 —

Insurance Market Information.

At RPIC, we help our clients to find and source insurance market data and other information relative to the insurance industry as and when required.

11 —

Insurance Company / Insurance Broker M&A Advisory Services.

RPIC offers additional executive management support to the insurance market when companies seek to expand their businesses through Merger, Acquisition, or Non-Executive Director Functions.

12 —

Recruitment.

At RPIC we assist our clients in the selection of full time insurance management human resources as and when required.

13 —

Insurance IT Solutions.

RPIC assists customers in the selection of IT solutions to support their operational processes.

What Makes Us Different.

At RPIC we take pride in our distinctive approach to insurance consulting which places our clients' interests first and foremost.

Here are some of the reasons why we are different:

Full
Transparency

Objective
Advice

Better
Protection

Lower
Costs

Excellent
Service



Our Team.

RPIC fields a highly experienced and knowledgeable team of insurance industry veterans, leveraging diverse backgrounds and stellar track records.

With more than 100 years of consolidated management experience within the insurance brokerage and company markets, we service clients across all sectors of the market including those listed here.

We have the necessary level of expertise to support any business unit as well as the Insurance sector in offering cost effective solutions to both improve insurance product acquisition and related service deliverables.

Government
Organisations

Oil & Gas

Marine
& Aviation

Healthcare
& Benefits

Financial
Services

Trading
& Industry

Our Awards.

MENAIR
INSURANCE
AWARDS 2017
WINNER

Winner at the
2017 MENAIR Insurance Awards





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