

CREATING INTELLIGENT RISK SOLUTIONS



OUR PEOPLE MAKE THE DIFFERENCE

CORPORATE

perkinsslade
Intelligent Insurance

*...for 40 years, we have built robust relationships
with leading insurers and developed sound
knowledge of key covers and specialisms...*

GOING THE EXTRA MILE

OUR PEOPLE MAKE THE DIFFERENCE





PERKINS SLADE

Founded in 1970, Perkins Slade is one of the UK's largest independent insurance brokers, providing expert, impartial advice and bespoke risk management solutions for UK and international businesses, sport and recreation organisations and private clients.

In a climate of broker consolidation, Perkins Slade stands out from the crowd. We're proud of our independence, which is perpetuated through extensive employee share ownership.

Our people are our strength, enthusiastic about our business and committed to our clients. The advice you will receive is based on technical expertise and business knowledge, underpinned by expert understanding of your industry.

Our multi-disciplinary teams understand the changing demands of your market. We have the skills and expertise to explore new ways of managing and reducing your risk exposure, developing creative solutions to complex problems.

We have extensive experience across a range of industry sectors, including property investors, engineering (aerospace, defence, automotive), IT, entertainment and leisure, printing and publishing. We work in partnership with established insurers with proven financial strength to provide long-term stability for our customers.



GLOBAL BUSINESS

Any international group is entitled to receive the service ethos Perkins Slade lives by, wherever their overseas subsidiaries or offices are based. The design of the international programme will reflect the customer's needs, risk appetite and financial status.

Are the overseas locations branches of the parent or separate wholly owned companies? Are they sales offices or service units? Do they manufacture and do they employ local labour? The answers to these and other questions will determine the nature of the programme, the extent of overseas service required, the need for local policies and local claims handling and the balance between self insurance, global and local covers, to produce the most effective programme for you, the customer.

International service is not about flags or dots on a map, but the co-ordination of the delivery of a service programme designed by the principal broker, in consultation with the customer, within an agreed price.

OUR CUSTOMER COMMITMENT

We look at the big picture. When we build a bespoke insurance and risk management solution for your business we consider your long-term future as well as your short-term needs.

Our aim is to deliver a complete and sustainable programme that will provide on-going protection for your business at a competitive price.

Our customer proposition is based on three key principles:

- **Expertise** - built on our technical skill, business understanding and market knowledge
- **Access** – direct communications with your senior management and proactive account team
- **Reliability** – stability and security throughout the market cycle.



EXPERTISE

No two businesses are the same.

We don't believe in one-size-fits-all solutions and this is reflected in our approach to insurance and risk management design.

We won't make assumptions based on your industry. We'll work with you to build an understanding of what makes your business different and our recommendations will be based on an accurate risk profile.

From core insurance to specialist schemes, we'll negotiate cover that meets your business needs, however complex they might be. And, if you need cover overseas, we'll partner with a specialist from one of the global networks of independent brokers we work with.

We also have a dedicated team of experts able to help you manage your credit risk. We can provide advice on protecting your business from the damage caused by bad debts, with a range of products including credit insurance, bonds and self-insurance.

In a volatile market, cover can sometimes be difficult to obtain. If a cost-effective solution isn't available, we can help you to find practical alternatives to managing your risk.



ACCESS

Finding the right person to speak to about your insurance needs can be time-consuming. At Perkins Slade we make it as easy as possible for you to engage with us.

Your dedicated account executive will be the first and principal point of contact for advice on all aspects of your insurance and risk management programme.

Our one-to-one personal approach underpins our success. By building and maintaining strong, long-term relationships, we can continue to deliver customised cover for your business.

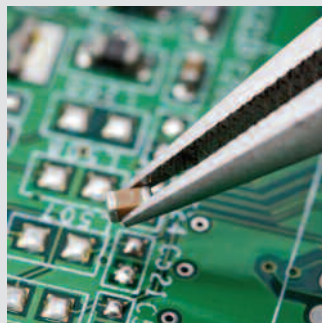
RELIABILITY

In turbulent times stability and security can be difficult to achieve. With 40 years of experience arranging cover for customers, from a range of industries, you can rely on us to find the best solution for your business.

We're not the largest and this is not our aim. Our size gives us the agility to respond quickly and adapt as the market and the needs of our customers change.

Perkins Slade has a proven track record and access to the widest range of both local and international insurers. We can also arrange risk management services, including disaster recovery planning, that will help you to identify and manage the key risks to your business, reducing claims and stabilising costs in the long term.

And with an expert dedicated claims team, who will guide you through the claims process from notification to settlement, we're there to help when you need it most.



WHAT HAPPENS NEXT?

If you would like further information, or to arrange a visit to discuss your business insurance, please contact us.

Tel: 0121 698 8000

Email: corporate@perkins-slade.com

More information is available online at www.perkins-slade.com



KNOWING YOUR BUSINESS

OUR PEOPLE MAKE THE DIFFERENCE



...our people are our strength, enthusiastic about our business and committed to our clients...

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