

WINNING TOGETHER



Recent Success Stories

Quick Response Aids the Lead Excess Win

AIG Dallas Office

Aon was in a challenging position on an Excess Casualty renewal. The incumbent carrier, which had bound the Lead Excess on 12/31, rescinded coverage a day later. Aon had recently picked up the BOR and needed AIG's support. Our team responded quickly to provide Aon a lead Excess Casualty program solution.



Engineering Services Assist Property Win

AIG Dallas Office

A large energy client and Aon needed support from AIG on their Property program. The incumbent carrier changed its position late in the renewal process. AIG stepped up to provide a quota share of the program - along with engineering services.



Collaboration is Key in Multi-line Renewal

AIG Chicago Office

Aon presented an Excess Casualty opportunity on a large agriculture client, along with coverage requests on the AIGRM and Foreign Casualty renewals. The Excess Casualty opportunity developed to a CAT Excess new business win. Aon had picked up the BOR earlier in the year and needed support. All parties agreed to discuss expanding capacity in 2020. The AIGRM and Foreign Casualty teams collaborated with Aon to revise coverage to ensure the two programs dovetailed in terms and conditions.



Creative Solution on Property Program

AIG San Francisco Office

A challenge for AIG and Aon was that a large software company was considering self-insuring their Property program at renewal. The Aon AE engaged Client Director/AIG team to discuss the partnership and the direction of self-insurance in which the client was headed. Through discussion with Aon, we were able to land in a mutually beneficial spot. Aon worked with the client to increase the Property deductible culminating in an improved program structure to win the deal.



Secured: Cyber Portfolio Offering

AIG New York City Office

AIG won the RFP to build out a Private Equity Portfolio Program with Aon Cyber for a real estate portfolio of companies. The client purchased individual policies with pre-set offerings including: risk transfer terms, risk assessment analytics, and cyber security services. To date, we have placed Cyber coverage for 16 portfolio companies with more opportunities in the pipeline.



Teamwork Drives Excess Casualty Win

AIG New York City Office

During a telecommunication client's AIGRM pre-renewal meetings, Aon approached AIG to be the new lead on the Excess Casualty program. The program was challenging due to EMF and wildfire exposures.

