



Presentation to the ALC Executive Subcommittee
for Insurance Brokerage Services RFP #2024-12-B
February 28, 2025



Agenda

01

Introductions & Proposed
Team

04

Framework for Successful
Renewal

02

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Property, Analytics and Data
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06

Questions

Alliant Introductions



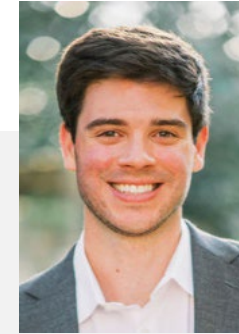
**Mike
Honeycutt**

Team Leader



**Karen
Caterino**

Team Co-Leader



**Taylor
Forst**

Property Broking
Lead

State of Arkansas Proposed Team

Your Team Was
Chosen Based On



Capability



Public
Entity Expertise



Complex
Placement Expertise



Work Ethic &
Capacity



Team Concept

Alliant Public Entity Team

Mark Goode
Executive Sponsor

Mike Honeycutt
Team Leader/Property

Karen Caterino
Team Co-Leader/Client Executive

Property

Taylor Forst
Property Broking-
Lead

Stephen Moore
Property Broking

**Cameron
Patterson**
Broking Assistant

Robert Crabb
Facultative
Reinsurance

Specialists

Anne Shackelford
Active Assailant / Peer
Review

Chad Holsclaw
Benefits Broker

Pete Kranz
Captive/ ART
Consultant

**Roberto Rivara-
Rodriguez, Esq**
ART Solutions

Client Managers

Allison Alsup
Client Manager-Lead

Aidan Dwyer
Client Manager

Risk Control & Safety

Julie Waller
Risk Control
Consultant

CAT Modeling and Analytics

Dan Madej
Analytics

Ali Syed
CAT Modeling

Karen Rivara
Actuary

Claims Advocacy

Brian Patterson
Claims Advocate

Robert Frey
Complex Property
Claims Advocate

Rachel Wrightson
FEMA Specialist

An aerial photograph of a city, likely Kansas City, Missouri, featuring the prominent Kansas State Capitol building with its large dome and statue on top. The city is densely packed with various buildings, and the surrounding landscape is visible in the distance. A large teal triangle is overlaid on the bottom left corner of the image.

About Alliant

About Alliant

Premier Specialty Broker

1st

Largest Public
Entity Broker

5th

Largest U.S.
P&C Broker

14,000+
Employees

\$5.1 Billion
In Revenue

135+
Offices

\$42 Billion
Premium Volume

52%
Employee Owned



Roots Date Back to 1925



One Team – No Silos



Client First Service Model



Specialty Market Expertise



Industry Leading
Client Retention – 98%



Pure Broker – That is all we do!

Public Entity | Education Experience & Expertise



350+

Professionals with Exclusive Focus on Public Entities & Education



40+

Years Serving the Public Entity & Education Community



10,000+

Public Entity & Education Clients



30%

of all States



70+

Public Entity & Education Pools



35%

of all Higher Education Entities



20+

Years – Average Experience of Public Entity & Education Team



Unmatched Global Market Relationships



Exceptional Service Delivered by Dedicated Service Team = 98% Client Retention



Dedicated Claims, Placement and Risk Control Staff Embedded in the Team



Market Leading Analytic Tools to Drive Decisions



Highly Active and Supportive with Industry Associations: STRIMA, PRIMA, RIMS, URMIA, NACUBO, etc.

State of Arkansas has produced an impactful strategy that has created tremendous value for its stakeholders. We believe the Alliant partnership will continue to enhance those results!

Sample Public Entity Client List

States

*Alliant services 20 State clients, including
12 states for property coverages*

K-12 Schools

Pooling

Higher Education

State of
Arizona

State of
Michigan

State of
South Carolina

State of
California

State of
Minnesota

State of
Texas

State of
Georgia

State of
Montana

State of
Utah

State of
Illinois

State of
Nevada

State of
Virginia

State of
Kentucky

State of
New York

State of
Washington

State of
Maine

State of
North Dakota

District of
Columbia

State of
Maryland

State of
Ohio

Sample Public Entity Client List

States

K-12 Schools

Pooling

Higher Education

Baltimore City Public Schools (MD)

Charlotte-Mecklenburg Board of Education (NC)

City of Chicago Board of Education (IL)

Clark County School District (NV)

Dallas Independent School District (TX)

Fairfax County Public Schools (VA)

Forsyth County Schools (GA)

Houston Independent School District (TX)

KIPP Texas Schools (TX)

Lafayette Parish School Board (LA)

Long Beach Unified School District (CA)

Los Angeles Unified School District (CA)

Oakland Unified School District (CA)

Orleans Parish School Board (LA)

San Diego Unified School District (CA)

St Charles Parish Public Schools (LA)

Sample Public Entity Client List

States

Arkansas Municipal League

New Jersey Schools Insurance Group

Colorado Intergovernmental Risk Sharing Authority

North Carolina League of Municipalities

Florida School Boards Insurance Trust

Oklahoma Municipal League

Local Government Insurance Trust

PRISM-Public Risk Innovation and Solutions Management

Louisiana Public Schools Risk Management Agency

Public Employer Risk Management Association

Maryland Association of Board of Education

Texas Association of School Boards

Mississippi Association of Supervisors

Virginia Risk Sharing Association

Mississippi School Boards Association

Washington Schools Risk Management Pool

K-12 Schools

Pooling

Higher Education

Sample Public Entity Client List

States

California State University System

State of Maryland University System

Illinois Public Higher Education Cooperative

State of South Carolina Universities and Colleges

Michigan State University

State of Washington Colleges and Universities (except UW)

Minnesota Colleges and Universities

Texas A&M University

Mississippi Institutions of Higher Learning

Texas Tech University System

Montana Colleges and Universities

University of California System

State of Arizona Universities

University of Texas System

State of Georgia Universities and Colleges

University of the District of Columbia

K-12 Schools

Pooling

Higher Education



The Value Alliant Brings to State of Arkansas



Highest Level of Client Service and Responsiveness

– Thoughtful and Monitored Staffing Model that Enhances Client Engagement – Built with Numerous Redundancies to Ensure No Service Disruptions – 24/7 Access – Always Connected



Unmatched Market Access, Underwriter Relationships and Proprietary Programs

– Annual Public Entity Property Conference: Bespoke Process and Forum that Deepens Underwriter/Client/Broker Relationships
– Use of independent Intermediaries/Wholesalers aligns with client best interests



Superior Analytics to Drive Decisions

– CAT Modeling, Predictive Analytics, Pre-Loss Geo-Spatial Modeling, CyberCube and others



Enhanced Coverage & Optimized Program Structure

– Reduced Total Cost of Risk
– Alternative Risk Financing program options



Robust Claims and Risk Control Support

- Driving Positive Outcomes:
- Pre-Loss Event Management / Loss Event & Advocacy
 - Advance payments
 - Favorable resolutions, engaged throughout entire event
 - Tailored risk control mitigation solutions

A photograph of a modern glass skyscraper at night, with many windows illuminated from within, showing office interiors. The building is curved and reflects the surrounding environment. A large teal and white triangular graphic is overlaid on the left side of the image.

Property, Analytics and Data Overview

Property Expertise



**Dedicated Network
of 60+ Professionals**



Embedded Analytics
(CAT Modeling, Geo-Spatial Tools,
Portfolio Management Analysis,
Flood Modeling, Benchmarking)



**Unmatched Global
Market Relationships**



**Facultative & Treaty
Reinsurance Access
and Coordination**



**Wording
Experts**



**Team of
Terrorism Specialists**



**25+ Complex Property
Claim Specialists**



**15 Dedicated
Risk Control Engineers**

\$950B+

**TIV Placed – Including
Largest Property
Placement in the World**

\$8B+

**in Global
Property Premium**

\$3B+

**in US
Property Premium**

15,000+

Placements

Leveraging CAT Modeling and Analytics



Detailed Review the
Statement of Values



Utilize RMS and
AIR Models to Assist



Perils

Leveraging CAT Modeling and Analytics

Market Conditions

A

AlliantCAT

Analytics/Modeling

Engineering

Market Relationships

Creativity

B

Below Market Pricing | Advantage Terms
& Conditions



Detailed Review the
Statement of Values



Utilize RMS and
AIR Models to Assist



Perils

- Optimize the Primary and Secondary Data Points – *Always Looking to Improve*
- Granular Determination of Flood Exposure/Zones
- Highly skilled analytics team of former RMS & AIR modelers/developers

Leveraging CAT Modeling and Analytics

Market Conditions

A

AlliantCAT

Analytics/Modeling

Engineering

Market Relationships

Creativity

B

Below Market Pricing | Advantage Terms
& Conditions



Detailed Review the
Statement of Values



Utilize RMS and
AIR Models to Assist

- Appropriate Program Limit
- Retention Considerations
- Average Annual Loss (AAL)
by Layer for Key Breakpoints
- Technical Negotiations with
all Markets



Perils

Leveraging CAT Modeling and Analytics

Market Conditions

A

AlliantCAT

Analytics/Modeling

Engineering

Market Relationships

Creativity

B

Below Market Pricing | Advantage Terms
& Conditions



Detailed Review the
Statement of Values



Utilize RMS and
AIR Models to Assist

- Named Storm
- Earthquake
- Convective Storm
- Flood
- Wildfire
- Terrorism



Perils

Leveraging CAT Modeling and Analytics

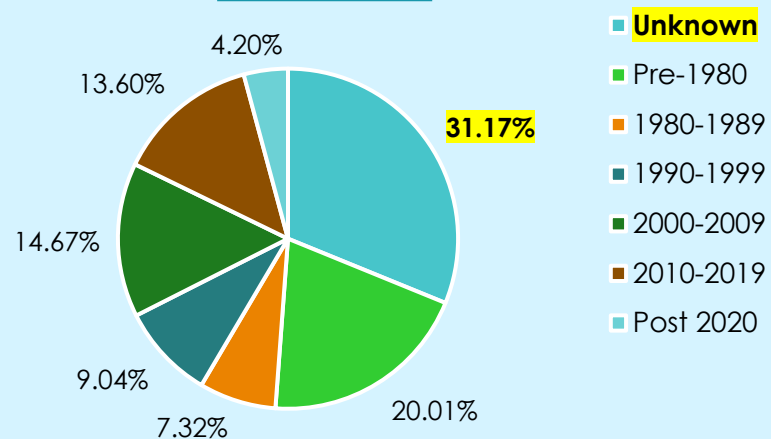
State of Arkansas (Combined Portfolio) - RMS Severe Convective Storm				
Return Period	Probability	Ground Up Loss	Deductible	Net Loss
1,000	0.10%	\$543,458,650	\$5,000,000	\$538,458,650
500	0.20%	\$420,378,462	\$5,000,000	\$415,378,462
250	0.40%	\$315,012,841	\$5,000,000	\$310,012,841
100	1.00%	\$202,070,229	\$5,000,000	\$197,070,229
50	2.00%	\$136,536,324	\$5,000,000	\$131,536,324
25	4.00%	\$87,415,409	\$5,000,000	\$82,415,409
10	10.00%	\$43,232,585	\$5,000,000	\$38,232,585
5	20.00%	\$22,087,580	\$5,000,000	\$17,087,580
AAL	-	\$27,173,335		\$22,173,335

State of Arkansas (Combined Portfolio) - RMS Earthquake				
Return Period	Probability	Ground Up Loss	Deductible	Net Loss
1,000	0.10%	\$2,534,866,656	\$528,737,212	\$2,006,129,444
500	0.20%	\$1,329,264,166	\$292,874,230	\$1,036,389,936
250	0.40%	\$565,695,229	\$177,265,316	\$388,429,913
100	1.00%	\$372,849,815	\$131,588,349	\$241,261,466
50	2.00%	\$45,767,089	\$19,123,808	\$26,643,281
25	4.00%	\$2,143,936	\$1,571,407	\$572,529
10	10.00%	\$0	\$0	\$0
5	20.00%	\$0	\$0	\$0
AAL	-	\$8,659,286		\$6,692,050

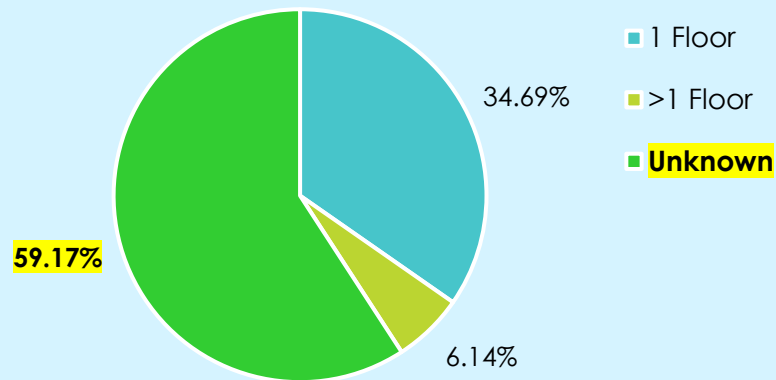
Note: 5%, minimum \$25K per location deductible was run for EQ

Combined SOV Data and Opportunities for Improvement

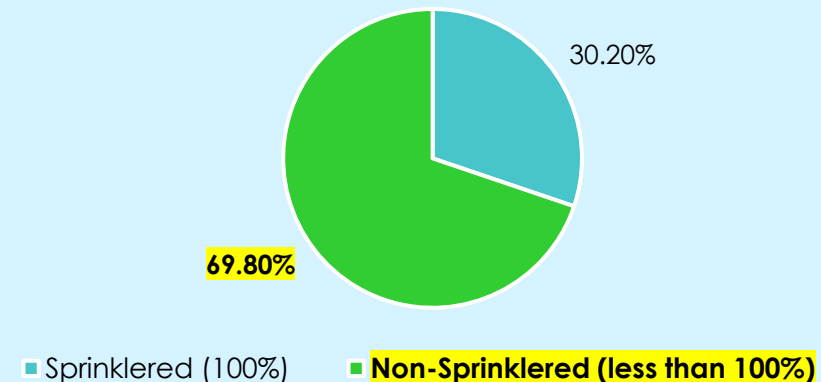
Year Built



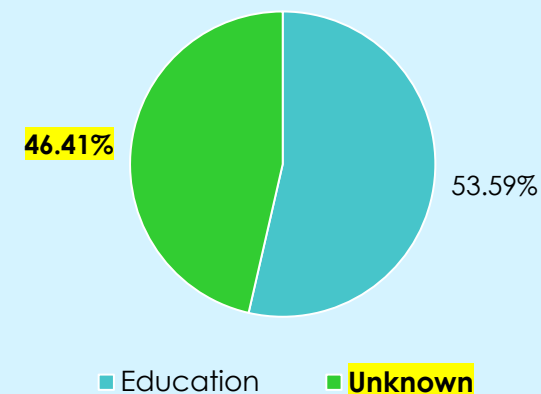
of Stories



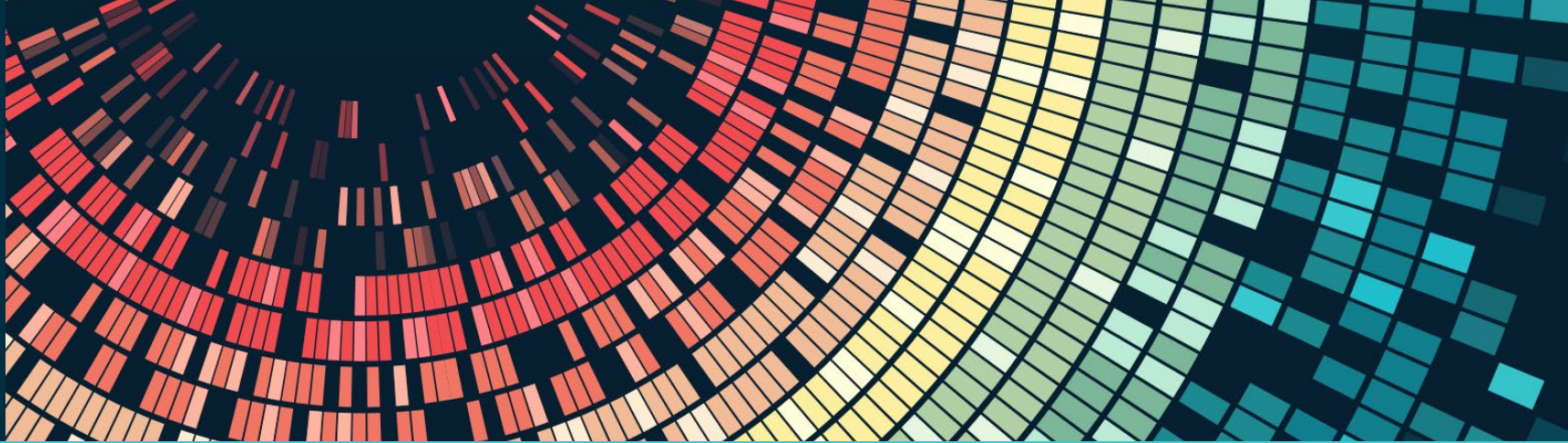
Locations Sprinklered



Occupancy Breakout



Archipelago: The Smarter SOV



Data Quality
Toolkit

Marketing and
Placement

System of Record for
Property Portfolios

Gain Efficiency in
Catastrophe Risk Modeling

ASBA:

Earthquake

Storm

Flood

Click to filter

23%

(\$3.8B) of total TIV is missing relevant CAT modifier data

Catastrophe (CAT) secondary modifiers influence property vulnerability to perils such as earthquakes, floods, or hurricanes, affecting average annual loss models.

Examples: first floor elevation, roofing material

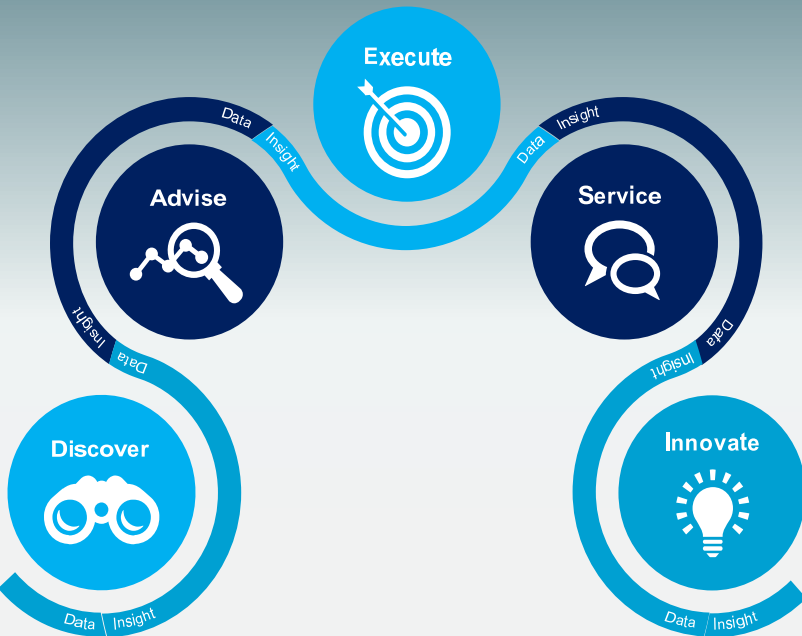


The background of the slide features a blurred image of four people—three women and one man—collaborating in a workspace. They are seated at a table with laptops, looking intently at their screens. Overlaid on this scene is a complex digital network of glowing blue and orange nodes connected by thin lines, suggesting a high-tech or data-driven environment. A large, light blue triangle is positioned on the left side of the slide, containing the title text.

Framework for Successful 7/1 Renewal

Proposed Strategies for Successful Outcome

Tenaciously Drive Optimal Program Structure and Financial Results



01 7/1 Renewal for each program (with modifications to optimize)

Benefits:

- Stability and ease to present apples to apples YOY approach
- Immediate program savings due to broker/intermediary compensation amendment and favorable property market

Challenges:

- Limited marketing time to engage new markets/competition thus restricting maximum savings
- Structure and/or deductible changes
- Board/committee approval needed sooner? Could further limit the renewal timeframe

02 Consolidated Program

Benefits:

- Cost savings efficiency from combining programs and increased market competition (both new and incumbent)
- Immediate recognition of market conditions and broker/intermediary compensation change

Challenges:

- Time crunch to complete by 7/1 (would likely need an extension to pursue the optimal, consolidated structure)
- Premium allocation process
- Underlying Policy Wording for Agencies

03 Program Extensions (current programs to 10/1 or 11/1 renewal)

Benefits:

- Maximize Year 1 improvements
- Would allow for full program analysis and various retention and/or program options to be pursued
- More time for captive formation, license and regulatory approvals and capitalization

Challenges:

- Dual marketing (extension and renewal program)
- Full market agreement to extend at current account rate (Any State funding challenges for this A/P?) 
- Deferred realization of Property market conditions

Direct Global Market
Access to Over
350 Carriers

Premium Volume

LLOYD'S
LLOYD'S OF LONDON

\$1,829,915,704



\$478,500,000

CHUBB®

\$1,675,100,000



\$721,136,000



\$234,347,240



\$144,300,000



\$408,500,000



\$424,200,000



\$1,534,757,050



\$424,600,000



\$997,000,000



\$371,809,600



\$439,500,000



\$463,408,000



\$112,821,429



\$394,242,613



\$572,902,458



\$278,100,000



\$260,700,000



\$75,676,971

Fundamental Approach to State Placements

Tenaciously Drive Optimal Program Structure and Financial Results

01 Negotiate with Incumbent Carriers

Highlight Historical Experience & Profitability

Showcase Risk Mitigation Efforts

Force to Look at Program Differently

Encourage Face to Face Meetings

02 Aggressively Market Beyond the Incumbents

Cast a Wide Net for Alternative Quotes and Program Structures

Leverage Data and Analytics

Force Expanded/Broader Coverage

No Stone Unturned Approach

Value of Independent Intermediaries

03 Evaluate Alliant's Proprietary Insurance Programs / Captive Structure

Leverage threat of APIP / market relationships

Develop optimal risk financing strategy

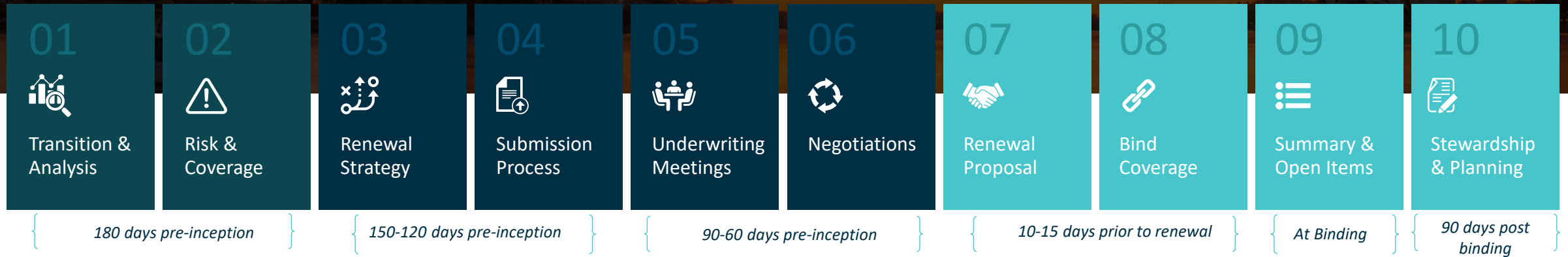
Risk retention and loss fund development

Reinsurance Market Expertise-Domestic/London



Timeline and Deliverables

A Defined Service & Placement Plan That Drives Success



Our model is agile, responsive and personal. We have the knowledge, experience, and resources to thrive in complexity.

01 Detailed Transition Plan

02 Disciplined Approach to the Renewal Process

03 Superior Service and Support

Proposed Timeline – Key Milestones



Why Alliant?



Thorough Understanding
of State of Arkansas
Program, Requirements
and Goals



Robust Complex
Property Expertise with
Public Entities (States,
Higher Ed & K-12)



Innovative & Effective
Use of Analytics and
Alternative Risk
Transfer Solutions



Commitment to
Knowledge Sharing



Superior Market Access
and Senior Level
Relationships



Proven Success &
Positive Client
Outcomes



Hyper Responsiveness
& Availability – 24/7



Partnership Created
Through Trust and
Integrity

A woman with dark curly hair, wearing a patterned top and dark pants, stands behind a podium in a modern office setting. She is gesturing with her hands while speaking to an audience. The audience members are seen from behind, with one person raising their hand. The background features large windows with a view of a city. A large teal and white triangular graphic is overlaid on the left side of the image.

Q&A



Appendix

Alliant Property Insurance Program (APIP)

APIP Largest Property Program in the World



Generates

\$500M+

of Premium Into
the Global Market



9,000+

Participants



\$600B+

In Exposures/TIV

Additional Leverage for the State

Other APIP Facts

Proprietary Program

Largest Property Program in the World

Manuscript Policy Form Among Broadest in the Industry

No Risk Sharing

Up to \$1 billion Per Occurrence Limit

Additional "Bolt-On" Coverages such as Cyber, Pollution, Auto Physical Damage & Deadly Weapons

Includes Appraisals for values over \$5M at no additional cost

Claims Advocacy

Claims Advocacy is a central part of our service proposition and our highly skilled claims team has earned a reputation for delivering exceptional results and positive outcomes on behalf of our clients.

The Alliant Claims Difference

25+

Dedicated Claim Professionals

Senior Level

Carrier Relationships

Public Entity and Complex Claims
Expertise

Embedded

in the Local Team

Engaged

throughout the entire Event!

Pre-Loss Event Management

- Coordinate Annual CAT Loss Planning Meeting with all Stakeholders to Ensure all Parties are Aligned on Roles, Responsibilities and Process Should a CAT Event Occur
- Consult on Various Vendors – Independent Adjusters, Claim Preparation Accountants, Restoration Firms, Building Engineers and Various Other Specialist
- In Depth Review of **State's** Coverage Wording for Various Perils
- Pre-Event Calls and Analytics to Determine:
 - Assets Exposed
 - Where Resources will be Needed
 - Communication and Guidance to Insureds on Risk Mitigation

Loss Event & Advocacy

- Report Claims to Carriers, Nominated and Market Agreed Loss Adjuster
- Provide Claims Reports/Updates
- Attend On-site Claims Meetings
- Be Available on a 24/7 Basis
- Advocate on Difficult or Disputed Coverage Issues
- Facilitate a Dialogue Between the **State** and Assigned Adjusters
- Respond to Coverage Questions
- Facilitate Advance Payments
- Procurement of Proof of Loss Documentation
- Assist in Settlement Negotiations and Recoveries

Risk Control Services

Tailor risk control solutions that mitigate risk across property, casualty, fleet, and workers' compensation lines of insurance and create partnerships to deliver sustainable risk improvement solutions.

Included

01 Risk Control Analytics

02 Safety & Risk Management Suite (portal):

Incident Track®

Reduce your clients' claims by tracking incidents.

SDS Track®

Assist clients with organizing and managing their Safety Data Sheets.

Job Description Track®

Clients can create job descriptions and return-to-work programs easily.

Safety Observation Track®

Assists clients in maintaining safe practices in a workplace.

Training Track®

Users track their training—Automatically.

BBS Track®

Help clients build Behavior-Based Safety programs easily!

COI Track®

Help manage your clients' certificates of insurance before a problem occurs.



Risk Management Assessment

- Analyze historical loss data for trends
- Conduct an onsite risk management assessment
- Evaluate current risk prevention programs and strategies to include: management goals and objectives, safety programs and policies, safety training, past site visit surveys, etc.



Review & Implementation

- Review risk management assessment findings
- Develop a customized strategic service plan through team collaboration, to address top loss leaders (frequency & severity)
- Utilize carrier educational and safety training resources



Education

- Track success of the service plan through consistent communication
- Adjust service plan goals, as needed
- Review results at annual stewardship meeting

Additional Differentiators

Thought Leadership & Knowledge Sharing

- Quarterly Market Updates
- Public Entity Newsletter & Podcast
- Industry Alerts
- Fact Sheets & Bulletins
- Video Library and On-Line Training

Disaster Recovery and Pre Event Planning Services

Terrorism Modeling – Structural & Choke Point for Ingress/Egress

Benchmarking – Limits, Retentions, Rates, Valuations & Policy Wording

Continuity Planning & Disaster Preparedness Workshops/Tabletop Exercises

Forensic Accounting & Business Interruption/Extra Expense Consulting

Regulatory Compliance Education

Imperium Consulting-FEMA Coordination Assistance

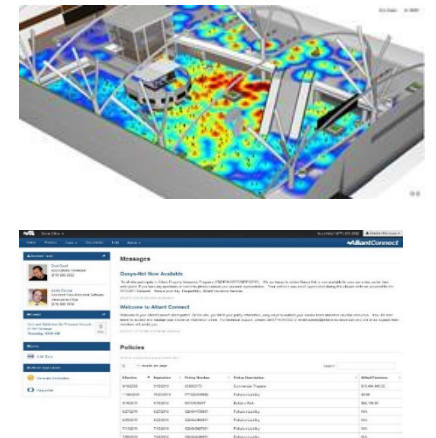
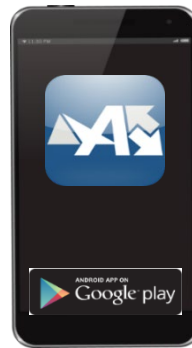
Digital Tools & Resources – Alliant Connect Oasis Net, CSR 24 – Certs

Specialty Resources – Aviation, Construction, Environmental, Special Events, Marine and etc.

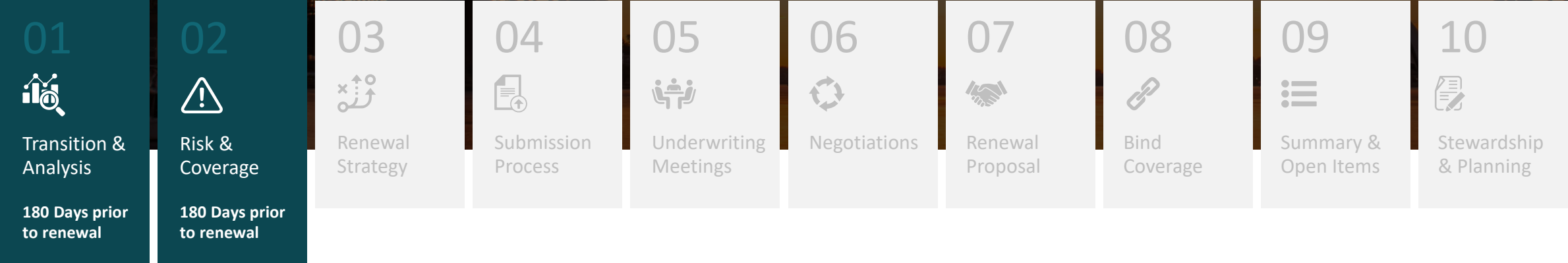
IRIC-Contractual Risk Transfer Education

Enterprise Risk Management Consulting Services

Property Appraisal Services



Transition & Program Review



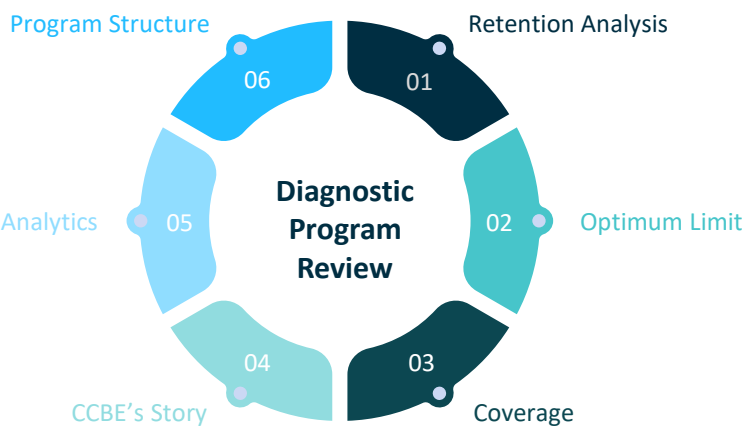
Deliverable

01

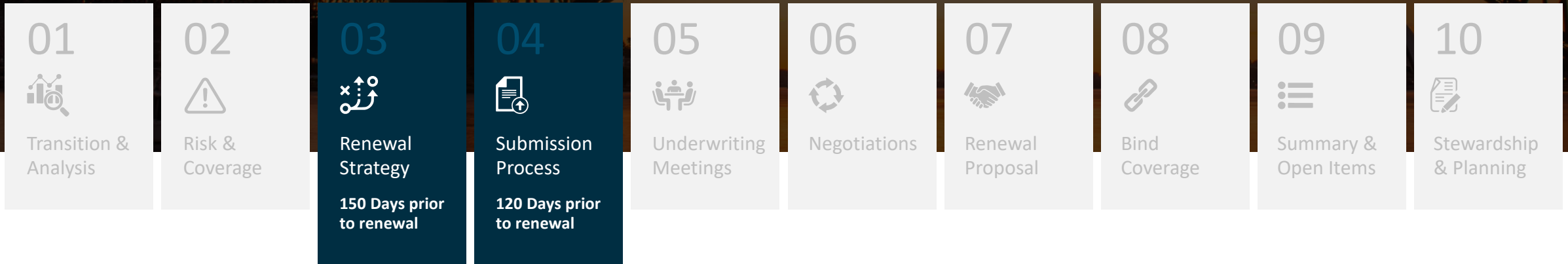
- Agreed Service and Marketing Plan
- File BOR's & Notify Carriers
- Information Gathering/Data Acquisition
- Communication Protocols
- Open Items Reports

02

- Diagnostic Program Review
- Concurrency of Forms
- Review of Technical Terms & Conditions – Emerging Market Issues
- Tailor to Meet Specific or Unique Exposures
- Observations and Recommendations



Renewal Strategy and Submission



03



Deliverable

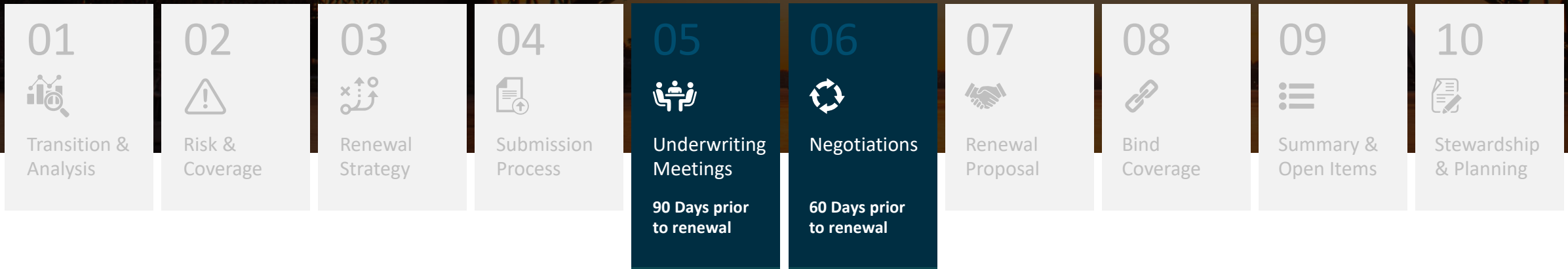
- Current Insurance Market Conditions
- Recent Renewal Results For Similar Clients
- Analysis of Viable Underwriter Alternatives (New Markets, Capacity and Attachment Point)
- Renewal Pricing/Rate Estimates For Budget
- Review Prior Year Policies, deductibles, limits and discuss risk appetite
- Agreed Renewal Timeline and Program Options

04

- Pre-underwrite Exposure – ***Anticipate Underwriter Questions***
- Perform Modeling/Analytics– Compare to Prior Year and Share Results
- Bespoke, Succinct and Clear Submission Showcasing Unique Risks and Operations
- Canvas Global Marketplace – ***No Stone Unturned***
- Ensure Submission Grabs Underwriters Attention and Creates Positive Engagement ***“Top of The Stack”***
- Over Communicate – ***With all Stakeholders***



Underwriter Meetings and Negotiation Strategies



Deliverable

05

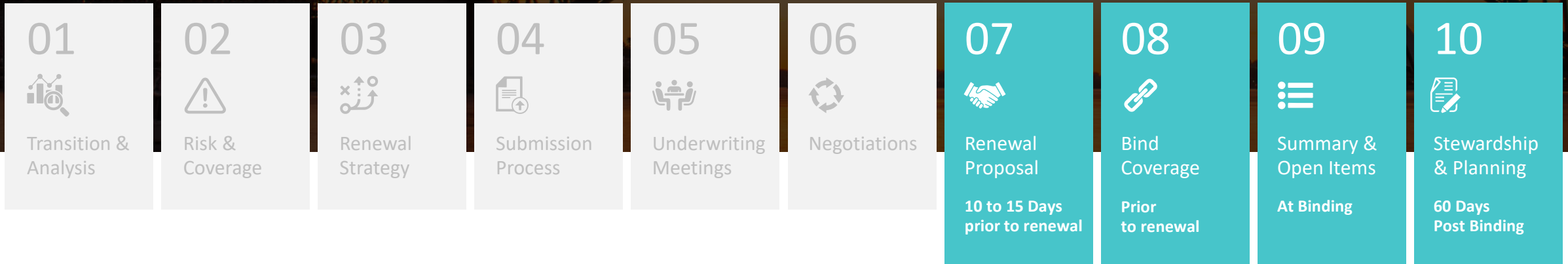
- Intentional Underwriting Meetings
- Unique Forum Enables the State to Efficiently Showcase Attributes to Underwriters and Senior Decision Makers
- Facilitate Healthy Competition Between Key, Long-Term Incumbents While Engaging New Markets/Capacity
- Priority is to Assist the State in Growing and Cultivating Underwriting Relationships Each Year
- Individual Meetings with Critical Capacity Providers

06

- **Get Creative** – Explore Alternatives – New Capacity and Structures
- Leverage Existing Relationships – **Engage Most Senior Decision Makers**
- Highlight Account Profitability – **Individual Carrier Loss Ratios**
- Constant Renewal Updates (1-2 per week) with Detailed Schematics – **Communicate, Communicate, Communicate**
- Transparent Messaging – **Avoid Surprises!**

State of Arkansas should be underwritten based on its own history and merits.

Renewal Deliverables and Stewardship



Deliverable

07

- Detailed Executive Summary
- Outline All Considerations with Regards to Program Participants and Structure Options
- Identify New Markets Bound & Incumbents Non-Renewed
- Coverage Analysis & Renewal Comparison

08

- Review and Deliver Prior to Inception:
 - Confirmations of Coverage
 - Claims Reporting Instructions
 - Program Limits Charts
 - Coverage Summary
 - Detailed Billing Summary by Layer and Carrier – **Each Invoice Number Referenced for Ease of Premium Reconciliation**

09

- Delivery of “Bound” Proposal to Contain:
 - Coverage Bound
 - Claims Reporting Instructions
 - Service Team Contact Information – **Work & Home**
- Monthly Open Items Reports

10

- Evaluate Alliant Performance
- Review Renewal Results
- Discuss New Exposures
- Identify Emerging Risks & Trends
- Market Conditions Update
- Set Next Renewal Strategy Meeting