

# Anaplan

## International Reinsurance Company: Reinsurance Contract Renewal Forecasting




Case Study

INSURANCE




### Challenges

 An international reinsurance company had an Excel-based process used to forecast the renewals of reinsurance contracts. Due to the large numbers of contacts, the company only forecasted at a group level and not at the individual contract level. Rate increases, renewal rates and ceded reinsurance rates were only applied at a contract group level, which is one level up from the contract level.

Their manual process did not push down to the individual contact level with renewal rate and growth rate assumptions, due to the large number of individual contracts with varying attributes.

This approach did not provide the level of detail needed by underwriters to understand how to plan for the balance of the current fiscal year and future years.


### Solution

 CFO Solutions was selected to implement Anaplan based on CFO Solutions' work with other groups within the company in implementing Anaplan as the common planning platform.

CFO Solutions configured Anaplan to support top-down, middle-down and bottom-up planning.

The top-down and middle-down planning allows underwriters to update higher level planning assumptions of renewal rates, rate increases and ceded rates, and then to apply those rates at the contact level. With contract level data integrated into Anaplan, underwriters can view contract details as part of the planning process where they change contract specific renewal rates or flag contracts that will not renew. The underwriters can also plan for new contracts where they enter the contact terms.

### Results

 The company can now quickly update the planning assumptions and see forecast outcomes by leveraging Anaplan's real-time calculation engine. Now, the company can model the impact of changes at a contract level, and analyze that impact immediately. Planning is moving from an annual exercise to a quarterly process since Anaplan supports agile planning. The company can also use the contract level forecast results in their other planning processes. With the company having adopted Anaplan as their planning platform, this forecast can be used as an input into the downstream planning processes that are to be configured in Anaplan.

