

SUCCESS STORY

Safety Business Continuity Plan case study

MMA's Safety team increases company's business income limit by \$50M

The goal

A distribution company needed to develop and implement a business continuity plan for their warehouse and operations to increase their business income insurance limit which decreased from \$260MM to \$150MM when switching carriers.

Action plan

When the distribution company moved its property placement last year, their Business Income limit decreased from \$260MM to \$150MM. One of the subjectivities for the placement was to implement a Business Continuity Plan, however, the client did not have one and engaged Marsh McLennan Agency for assistance.

The Business Continuity Plan development process involved working with the client to determine:

- Members of the planning team
- The overall strategy on the practical utilization of a Business Continuity Plan
- Plan priorities
- Guidance on the necessary components of the plan.

Strategy sessions were held to help determine critical operations, assign priorities, and compile the information into a formal document. In addition, Marsh McLennan Agency provided guidance on training scenarios, facility shutdown procedures, and other minor adjustments. As a result of these discussions, the company completed a facility shutdown procedure and other internal documents to be included in their new Business Continuity Plan.

The results

The Business Continuity Plan was completed by the goal date of October 2023 and submitted for review in November 2023 to the carrier. Our combined efforts resulted in an \$50MM increase limit to the Business Continuity Plan, bringing the coverage to \$200MM for Business Income.

Your future is limitless.™

Client profile



Distribution company

\$50M

additional business income
insurance limit

Learn how MMA's Safety team can help you obtain measurable results.

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