

## THE CLIENT

A leading specialist insurance company with services covering life, accident and health, marine, political, risks and contingency, property, reinsurance and specialty lines.

Manages six syndicates in the London market.

## THE CHALLENGE

The client was seeing an increase in the number of projects they needed to deliver in their Business Solutions team. The structure was top heavy, with a number of senior permanent and contractors team members.

The client wanted to inject some fresh talent and capability in to their function but didn't know what routes were available, other than traditional contractors or consultants, of which many had been engaged in one way or another in the business.

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## OUR APPROACH

Grayce was approached by a contact in our network, they knew and understood the capability and quality of our people so introduced us to the hiring manager who needed fresh capability in the Business Solutions team. We were able to provide two Business Analysts in to the team, working on high profile programmes.

The client aimed to set up a new European Insurance Company, (EIC). This involved our Business Analysts working with the organisation, gathering insight in to operations in order to document all processes and procedures that would be rolled out in the new company.

Grayce Analysts also supported the development of target operating models for the newly formed business, the setting up of a Spanish regional office and the packages which would see 14 new products underwritten through the Lloyds Market.

Working with the client for over a year, one of our Analysts has transitioned in to the organisation permanently and were able to provide more support to the Business Solutions team

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## THE RESULTS

We've been working with the client for over a year, and after demonstrating success in the Business Solutions team we have now more than doubled the number of Analysts on site. We provide not only Business Analysts but support the PMO, managing reporting and governance for the entire portfolio.

We also support the Chief of Staff with their executive reporting and leading the new ways of working initiatives directly shaping proposals for talent management in the organisation.