



# A Risk Management

## Case Study

Our client is a UK based banking and financial services company headquartered in Edinburgh. It provides a wide range of products and financial services to personal, commercial and large corporate and institutional customers through two main subsidiaries.

### What did PIB do to help

Through an existing relationship, we talked to the client about their fleet management to try and develop a further understanding of the make up of its fleet and the way in which this is managed. The fleet is predominantly made up of lease cars and job need cars, as well as a small amount of commercial vehicles, totalling around 2,000 vehicles.

Coincidentally, at the time of this initial engagement, PIB were running a "Fit to Drive" risk management seminar, which focused on managing insurance risk and driver behaviour, so we invited the insurance risk management team at the Bank to attend. They were impressed with our knowledge and agreed to meet separately to explore their options further.

After various meetings allowing the Bank to learn more about PIB, we were selected as the Bank Motor Fleet insurance broker. The result of this appointment was significant savings on the insurance premium and a refreshed approach to fleet risk management. It is a great example of how being part of a wider insurance group means PIB can provide solutions across all protection needs.

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*From the moment we attended the PIB seminar, we were impressed with their approach. They take an all too often dry subject of insurance and risk management and highlight the importance in an engaging and professional manner. Their approach was impressive and enthusiastic, securing significant premium reductions and support from our insurer to implement recommended changes. It is the very definition of a win-win situation for us, and we would not hesitate in recommending PIB to any business.*

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*Head of Group Insurance*

**pib**  
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