

KennCo punch above their weight as they reach 2nd Anniversary



As we approach our second anniversary since launch, John and Aidan and the team at KennCo Underwriting are delighted to report market results which have far exceeded expectations. From the outset there was full commitment to providing an infrastructure, including IT and telecom systems, which had the capacity to provide class leading back office and front office services to customers, as well as catering for increasing volumes of business well into the future. Capacity to do business is all very well, but a successful company needs experienced and dedicated people to ensure the delivery of services in an efficient and professional manner to end users and in appointing the backroom team, John and Aidan opted for people with both the experience and the track record to deliver their vision. Thankfully



"At KennCo we have an ongoing commitment to providing quality insurance Products, backed by leading insurers, serviced by a team of dedicated underwriters and experienced claims handlers"

...John Kennedy, Managing Director

Brokers quickly realised that KennCo did indeed believe in the slogan "service without compromise" and the business flowed in.

Having secured binders with the UK's largest Mutual Insurer LV, John and the team set about creating the framework which could maximise opportunities in the Private Motor and Commercial Vehicle sectors. Central to this was the provision of EDI facilities with all the key software houses. Mark Stapleton, KennCo Motor Manager explains "Relay were the first software provider with whom

we engaged for the provision of EDI private motor business. Our Relay EDI new business arrangements kicked off in May 2009 and we are aiming to offer Relay renewals on a full cycle basis from November 2010. Open GI Private Motor EDI commences September 2010, with SSP available since July 2010. We similarly partnered with Comquote for electronic trading for our Commercial Vehicle product. Both the Private Motor and Commercial Vehicle products have proved hugely successful for KennCo and we greatly appreciate the support we have received from our Broker partners."

Having added Legal Expenses cover and breakdown assistance to the Motor Product in 2009 Mark went on to say that KennCo, in response to Broker suggestions, have recently put the finishing touches to a National approved repairer scheme.

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...Mark Stapleton, Motor Manager





"Our wide range of target markets incorporates Commercial Combined, Stand Alone Liability and Garage Combined risks"

... Aidan Coffey, Commercial Director

The good news is that the agreement reached with repairers incorporates the provision of a courtesy car for customers, up to a maximum of 5 days to facilitate repair time. The new facility is currently on pilot with a number of Brokers and will be rolled out to all in the coming weeks. The security of the capital provider LV, allied to a well priced, quality Motor Product, backed up with dedicated in-house claims staff, ensure that when things do go wrong, KennCo react with speed and efficiency to put things right.

There are new developments on the Personal Lines front, with a new House Insurance product to the fore. This new product will be backed by Great Lakes Reinsurance (UK) Plc and should be ready for launch by year end. Watch this space for more details.

KennCo recently launched an on-line multi-trip travel facility with Bestquote, which offers class leading cover at affordable rates but without the restrictions and exclusions which have become the norm in many rival travel insurance products. A similar on-line Travel Product will be rolled out to all Brokers very soon.

Aidan Coffey, the Commercial Director is equally up-beat about the Commercial products currently available through KennCo Underwriting. Aidan says "we have a great relationship with our cover holder Great Lakes Reinsurance (UK) Plc and the Commercial account is performing very well for us. We also have a great relationship with our Broker partners and the support we receive is hugely encouraging to me and our Commercial team. We have a broad risk appetite and capacity to write accounts ranging in size from small Retail Shops to large

Manufacturing Risks, as well as stand alone Liability and Garage Combined risks. We have recently added a facility for vacant properties and for liquidated Risks."

Alex Burke heads up the claims service, "we have an experienced team in claims, with a new staff member joining us just a few weeks ago. The approved repairer and courtesy car facility is a welcome addition to our service offering. It has been our Policy from the off to use a small panel of outside engineers and experts in assessing claims, people we know, who subscribe to our service ethos."

The last word goes to John

Kennedy who proudly states "there is an ongoing commitment to providing quality Insurance Products, backed by leading Insurers, and serviced by a team of dedicated underwriters. I'm equally proud of our backroom people, the claim handlers who do such a good job, not forgetting the IT and Finance departments and a proactive Management team which keeps the company on track for continued growth. I was delighted to be able to announce the recent arrival of Canice O'Reilly as a Director of the Company. Canice has a wealth of experience in the Broker market, having served as President of the Irish Brokers Association and who will contribute greatly to the development and growth of the Company in the years ahead."

"I'm delighted that Irish Broker has given us this opportunity to bring you up to date with what is happening in KennCo and once again a sincere thank you to all our Broker partners, please keep the business rolling in."

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...Alex Burke, Claims Manager,



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