

Boosting partnerships, processes and profitability

How going from user to customer made bordereaux better for one MGA.

Global Specialty Underwriters (GSU) are a US-based MGA whose work on behalf of reinsurers spans Africa, Asia and the Middle East. They offer a range of products across energy, marine, specie and surety portfolios.

Like many MGAs, GSU found that time-consuming bordereaux processing led to inefficient re-work and diverted resources from profitable activities.

Opportunity

One of GSU's reinsurance carriers was already using Fusion, Amarillo's bordereaux data management tool. Since a Fusion licence covers the entire DA value chain, GSU were also able to use it in their dealings with the reinsurer.

Fusion eliminated naming discrepancies and lots of manual re-work whilst quickly identifying anomalies and new business opportunities. Improved reporting also allowed GSU to easily highlight the value they were providing their partner, deepening trust and further boosting their reputation.



“ MGAs often come to us with the same issues of data processing and quality.

This makes it more difficult to get accurate oversight of their portfolio, and stakeholder reporting more time-consuming and challenging than necessary. ”

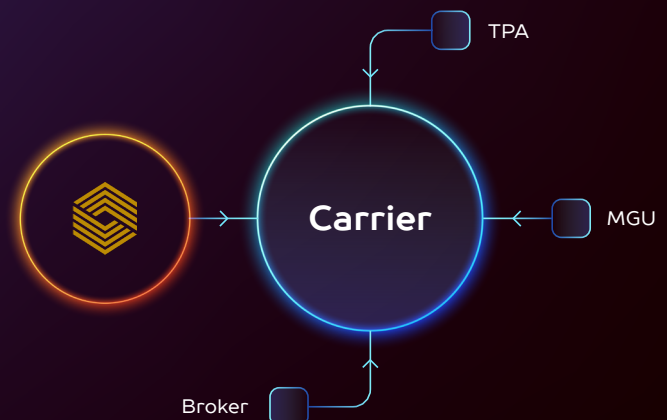
Zoe Steele, Managing Director,
Amarillo Technologies



“ We were really impressed with Fusion. It helped us turn a labour intensive process

into one that was efficient and really easy to track. It saves us so much time and gives us complete confidence in the data we report back to our carriers and across the DA chain. ”

Chief Executive Officer,
Global Specialty Underwriters



Result

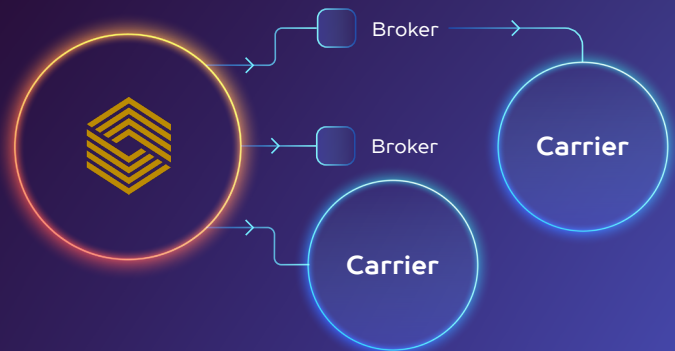
After witnessing Fusion's positive impact, GSU became licensed users themselves, enabling them to expand the platform's value across their own network of delegated authority partners. The implementation has delivered time and cost savings, data consistency, and improved accuracy, streamlining both internal processes and creating a ripple effect throughout their partner ecosystem.

This integration has also helped develop a more collaborative environment, where all stakeholders can work to a unified standard for BDX data sharing. Enhanced data consistency minimises discrepancies and disputes, strengthening partnerships and accelerating decision-making. GSU has successfully leveraged Fusion to streamline operations, increase connectivity and improve trust across their network - all of which are benefits they can also demonstrate to potential new partners.



“ Having Fusion as part of our techstack is fantastic. We know how we felt when we experienced its benefits for the first time and we want others to feel it too. ”

Chief Executive Officer,
Global Specialty Underwriters



Business impact



Boosted credibility:

Proves their value with accurate, standardised data



Reputation protection:

Makes compliance straightforward and transparent



Confident scaling:

Slashing inefficiencies and overheads helped the executive team to drive growth



Secured trust:

Easy auditing and powerful insights made it easy to win over carriers and boards



“ Now we have the ability to roll out Fusion to all our partners, it's really easy to demonstrate the value we bring carriers. It comes up in conversation with potential new insurance and reinsurance customers all the time.

Adopting Fusion has been fantastic for business. ”

Chief Executive Officer,
Global Specialty Underwriters

Are you an MGA ready to improve your DA data quality and showcase the profitability and value you bring to your carriers and partners?

Contact Amarillo to discover how Fusion can make your bordereaux better.

Visit www.amarillotechnologies.co.uk



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