

CASE STUDY

Balancing Act

Reconciling Open Balances for Brokers

Pro
GLOBAL



“The efficient management carried out by Pro Global allowed us to organise and keep our accounts in order.”

Client: Leading International Broker



The proper management of open balances is crucial to maintain orderly accounts. In this regard, Pro Global has been engaged by a leading international broker to conduct an analysis and reconciliation of balances with a debt exceeding 365 days.

The problem

The broker is facing significant challenges due to the lack of reconciliation in its accounts, which is impacting its market reputation and compromising its ability to meet payment obligations, including the receipt of brokerage fees. This situation underscores the critical need for focused expert intervention to restore financial integrity and regain the broker's credibility.

These balances pertain to premiums for facultative business, excess of loss contracts, technical accounts, and claims.

Pro Global's Solution

Our project is divided into three stages:



FIRST STAGE: INFORMATION ANALYSIS.

The Pro team conducted an analysis of the information provided by the client, detailing current account balances, including premiums and claims from various types of contracts.



SECOND STAGE: COMPREHENSIVE MANAGEMENT.

Pro undertook activities encompassing collection efforts, claims recovery, and reconciliation of accounts with the involved Insurance Companies and/or Reinsurers.



THIRD STAGE: ANALYSIS OF POSSIBLE CUT OFF.

An analysis of cut off will be carried out to terminate relationships with Insurance Companies and/or Reinsurers with whom the client no longer has contact, thereby reducing administrative costs associated with obsolete accounts.

What changed

The successful execution of this project not only ensured the broker's financial stability but also preserved its integrity and position in the market.

- Additionally, it contributed to ensuring transparency in transactions and building trust with the insurance and reinsurance companies involved.
- The project involved reconciling 7992 transactions distributed among 101 insurance and/or reinsurance companies.
- This process can be intricate and requires ongoing detailed monitoring of transactions and accounting records.
- Having well-established systems and procedures is essential to ensure accurate and timely reconciliation.
- Account reconciliation enables the detection of errors, discrepancies, or potential issues in financial operations and ensures that all parties involved agree on balances and transactions performed.



“This project allowed us to improve our image in the market since we met all our payment obligations.”

In conclusion

By resolving this project, the broker successfully reconciled its accounts, collected its brokerage fees, and restored its reputation.

Additionally, it laid the groundwork for more transparent and efficient practices in managing open balances. The successful implementation of this project not only addressed immediate issues but also set a precedent for more robust practices and effective reconciliation procedures for the future.

“ This focussed account reconciling work had significant tangible impact on our results, and also intangible impact on our reputation - it helped us to retain brokerage that we could otherwise have lost. ”



Thank you for reading

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