



How AMS Has Become the Backbone of Our Underwriting Success

As someone who has worked in commercial insurance underwriting for many years, I've seen one truth stand out: **a strong, clear risk survey makes all the difference**. It helps us prevent claims, price policies properly, grow our business without added risk—and even negotiate better reinsurance deals.

This is exactly where **Asset Management Solutions (AMS)** has become a key partner in our success. Their technical risk surveys give us the kind of insight and accuracy we need to make confident, well-informed underwriting decisions.

Here's how AMS adds real value to our work:

1. Preventing Claims Before They Happen

AMS surveys don't just tick boxes—they dig deep into how a business operates, what's stored, how systems are maintained, and whether fire, liability, flood, or electrical risks, for example, are being properly managed. Their reports often catch problems that even the client didn't know existed—like unmaintained sprinkler systems, blocked fire exits, or dense storage practices.

By spotting these issues before we accept a risk, we can ask for improvements. This lowers the chance of a claim—and even if there is a claim later, it's usually smaller and more manageable.

2. Better Underwriting Decisions

AMS doesn't rely on assumptions or guesswork. They visit the site, take photos, do the checks, and give us reliable, detailed findings. They've been doing this for over 25 years and have a solid reputation across the industry. So, when we get one of their reports, we know we're making decisions based on facts, not theory. We have even taken the advantage of their direct engineer opinions on more technical and or challenging exposures.

3. More Accurate Pricing

One of the hardest things in underwriting is getting the price right. With AMS's help, we can match the cover level to the actual replacement value of a building, for example, or, more importantly, to the level of exposure revealed by the survey. This happens more often than not. They have also highlighted to us how vulnerable a site is to different risks—like fire or theft—so we can price accordingly.

This helps us avoid under-pricing a risky site, or over-pricing a safe one. The result? Fairer premiums, better client relationships, and a competitive edge.

4. Improved Profitability

When you choose better risks and price them right, your loss ratio improves—and that's exactly what AMS helps us do. With fewer surprise losses and better control over what we're insuring, we grow the book more sustainably. We've experienced that good surveys lead to real long-term savings.

5. Better Reinsurance Rates

Reinsurers want confidence. They want to know we've done our homework—and with AMS's detailed, verified reports, we can prove that we have. When we present a portfolio that includes well-surveyed, well-managed risks, reinsurers are more likely to offer lower rates and better terms.

6. Learning from Claims

AMS surveys also assist after a loss. Their initial risk survey, linked to the post-claim surveys show us what went wrong, what was missed, and what needs to change. That way, we improve not just that one policy, but our whole underwriting approach going forward. This is not to take away from the very critical loss adjusters' perspective, but rather to enhance that insight. The linkage between us in underwriting, our colleagues in claims and loss adjusting, further enhances a more proactive management approach.

Why This Matters for Everyone in Insurance

Our industry is built on understanding risk—and getting it right. AMS gives us the tools to do exactly that. Their surveys are:

- **SANS, industry relevant and compliant**
- **Engineering-grade**
- **Affordable and timely**
- **Delivered across South Africa**

They help us move away from relying on estimates or client declarations and instead base our decisions on hard data, real visual insights.

What You Can Do

If you're an underwriter, Broker, UMA, Captive cell insurer and or a risk manager—use AMS from day one. Don't wait until there's a claim. Use their surveys for:

- New business quotes
- Mid-term compliance follow-ups
- Renewals
- Post-loss analysis
- Portfolio improvement

Make their surveys, or create your own personalized, company survey, as part of your daily workflow, your pricing model, even your product development or design.

Quick Summary: The AMS Advantage

<i>Underwriting Need</i>	<i>AMS Contribution</i>
Claims reduction	Early hazard detection and risk improvement
Underwriting accuracy	First-hand, engineering-based survey reports
Pricing accuracy	Correct asset values and exposure details
Profitability	Lower claims, better risk control
Reinsurance leverage	Reliable data for better placement and pricing
Claims learnings	Post-loss surveys inform future underwriting

NOT the Final Word

AMS isn't just a service provider. They're a **core part of our success strategy.** Their work makes us better at what we do. And if you're serious about improving your results as an insurance professional within underwriting, claims, product or portfolio design, — **you should be working with AMS** too.

Get through to them straight away:

www.amsc.co.za