

Selected Experience in the Insurance Industry

- Secondary research project conducted to identify opportunities in the Property & Casualty Insurance sector. The objective of the study was to determine the optimal positioning of the client for better utilization of their services and therefore to create a growth in revenue.
- Conducted several focus groups in Albany and NYC among Medicaid recipients on attitudes toward managed Medicaid healthcare coverage and services.
- Conducted a large industry attitude and usage study about Casualty Insurance offerings in the US.
- Conducted a market intelligence study for Property and Casualty Insurers on the key issues facing the industry.
- Conducted a competitive intelligence study for a major Casualty Insurance firm.
- Strategic information audit for a large insurance company. Evaluated the firm's information sources, the information flow, and designed a BI/C system. Conducted over 100+ in-house executive interviews to execute the study.
- Conducted a survey to title insurance companies in the US.
- Conducted a study in India for the potential for insurance products in India
- Consulted over 100 interviews with CEO's from mid-size firms (\$50 mm-\$500 mm) to determine the key strategic issues facing several industry segments (e.g., financial, pharmaceutical, chemicals, consumer, food, retailing, manufacturing, and high technology). The results were used to provide strategic direction into the planning process of a major non-profit organization.
- Study involving the potential and market segmentation for litigation and support consulting services.
- Conducted an industry and competitive assessment of the Assurance Product Industry.
- Conducted an industry and competitive assessment of all phases of the risk management industry.
- Quantitative study for short and long term disability products for workers compensation programs.

- Conducted in-depth telephone interviews with Human Resource Managers regarding their assignments of employees to work on international projects.
- Conducted a competitive intelligence study for an insurance company to determine the profitability of an online insurance operation.
- Conducted competitive intelligence study in insurance industry on a major insurance American insurance company and competitors.
- Conducted customer sales study of Insurance Executives in the USA
- Conducted company profile of a major American insurance company.
- Conducted a project on two major American insurance companies
- Conducted a Quantitative Insurance Satisfaction Study in the USA
- Conducted Study of Workmen Compensation Managers
- Conducted a 401K Study in the USA
- Identified Latin American insurance & reinsurance brokers
- Competitor profiles of several large insurance companies

Sample of Current and Past Clients in Insurance

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| ▪ Aetna Insurance Company | ▪ Dun & Bradstreet International |
| ▪ AIG | ▪ Ernst & Young |
| ▪ Alliance Bernstein | ▪ KPMG |
| ▪ Bank of America | ▪ Metropolitan Life Insurance Company |
| ▪ Boston Consulting Group | ▪ Mutual of New York |
| ▪ Chemical Bank | ▪ State Farm Insurance Company |
| ▪ Citibank, N.A. | ▪ Stewart Title Company |
| ▪ CNA | ▪ The Equitable Insurance Company |
| ▪ Credit Suisse | ▪ Western Union Financial Services |
| ▪ Deloitte and Touche | ▪ Wyeth-Ayerst International |