



Operational Model & Data HealthCheck

Creating Successful Business Partners
Achieving Long Term Profit & Growth

GreenKite can work with your business to bring targeted data, technology and operational solutions.

We understand the dynamics of both the MGA and Carrier relationship within Delegated Authority: collaboration and alignment of strategy is required to make it a success for both.

We provide an independent review of the alignment, identify synergies, best practice and areas for improvement. We provide insight into the problems and areas requiring further consideration and what the benefits of addressing these could be.

Aims and Objectives

- Review relationships in place with people, process, technology and data
- Assess the level of data maturity of each entity and understand how data can be leveraged to positively affect growth and development
- Identify areas of best practice to further develop and build upon
- Develop the thinking for improvement to help drive future efficiencies through better use of data & reporting

Observations and Outputs

- Concise and actionable recommendations
- Identification of mutual challenges viewed through a lens of pragmatic delivery
- Actions which align purpose and intention
- Identification of outcomes to improve growth

Benefits for Your Business

- From back-office operational process to data and technology, our review helps you understand how the DA relationship could be developed, allowing both businesses to thrive
- Clear insights, recommendations and outcomes, based on years of practical experience
- Deep understanding of the issues and challenges that exist
- Pragmatic and value-based output, expressed clearly and concisely
- Commitment to support required outcomes
- Identification of best practice
- Help drive value for both parties

Improve your operational model and drive performance through your data

Our team has a long, proven track record of working with MGAs. With a unique skillset our Operational Change & Data team understand the need for alignment in the DA model.



Contact **Karen Stanford** to discuss
how we can help your MGA.

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