



MGA/MGU SET UP

Unlock the full potential of your insurance business vision



Are you looking to establish a Managing General Agent (MGA) or Managing General Underwriter (MGU)? GreenKite is here to help you realise your vision. As experts in MGA/MGU setup, we guide you through every step of the process, supporting you to understand the business environment in which you will be operating, providing you with the planning, operational, financial and regulatory guidance needed to ensure your business is built on a solid foundation.

Partner with GreenKite today and unlock the full potential of your insurance business. Your vision is our mission—let's bring it to life together!

HOW WE SUPPORT YOU

- **Expertise:** Our team has extensive industry experience, ensuring you receive accurate and up-to date advice
- **Tailored solutions:** Our services are customised to fit your business needs, ensuring you get the support you need when you need it
- **Territory specific know how:** We are expert in establishing streamlined infrastructure, technology, compliance, risk and regulation ensuring that you have appropriate resources to support you when you need them
- **Stay compliant:** We ensure any regulatory application meets regulatory requirements, minimising the risk of non-compliance to ensure the application goes in right, first time
- **Proven track record:** A proven track record of successfully setting up MGA and MGU businesses

KEY AREAS

GreenKite's guidance and support will ensure your MGA/MGU set up journey is smooth and successful. Our team of seasoned industry professionals guarantees that you have a bespoke roadmap and the right balance of skills to ensure your business is well structured and perfectly aligned with regulatory requirements. Trust us to manage the intricate details, so you can concentrate on what you do best - growing your business.

Delivery oversight

Our experts oversee and manage the MGA/MGU setup process, offering practical hands-on support to get you to market quickly.

Comprehensive setup documentation

We gather, review, draft, and submit extensive documentation on your business model, financial stability, risk management frameworks, and compliance structures to support your application.

Regulatory support

We guide your business model with industry insights, assisting in preparing information packs, policy and procedural frameworks, dealing with queries from principals or regulators, and supporting additional documentation required for your application.

Target operating model

We create a robust, risk-based assurance process to support the MGA/MGU throughout the contract lifecycle, documenting controls and permissions, overseeing product and policy ownership, defining product build scope and requirements, managing employee engagements, and developing comprehensive handbooks.

Procedural framework

We design policies and procedure frameworks suitable for the scale and complexity of your business.

Corporate governance

We design comprehensive management, risk, and reporting structures to ensure effective communication through well-defined policies, rules, and procedures, including committee structures, detailed terms of reference, and performance management reports.

Financial oversight

We create a robust accounting infrastructure and develop initial base case models tailored to your needs. Our experts review and refine your financial control framework, assist in outsourcing selection and evaluation, and create comprehensive MI/KPI development plans. We also provide ongoing performance monitoring and review to ensure optimal financial health and success.

Technology

We create an inclusive ecosystem to support market-leading processes, ensuring seamless information flow between entities with robust controls for a secure and efficient environment for your business to thrive.

Ongoing support

Once your MGA/MGU is set up, we can provide ongoing support across your entire business to include interim role placements to fill key roles essential for go live, ongoing regulatory support and hands on technical processing support to ensure your business is a success from day one.



MGA/MGU SET UP

Unlock the full potential of your insurance business vision



WHY CHOOSE GREENKITE?

We are of the market, for the market – our multidisciplinary team of insurance experts offer the benefit of their extensive experience in all aspects of delegated authority, compliance and assurance.

Access deep and broad technical expertise, directed by informed strategic advice and delivered with current market best practice in mind. In addition to an extensive library of templates and reports, we can provide a tailored blend of seasoned expertise through an engagement model designed for your specific needs.

Our commitment to truly collaborative consultancy and dedication to excellent client service provides clients with a long term, trusted partner on whom they can rely, to help grow their business and avoid potential pitfalls.

OUR APPROACH

Accountability matters - we believe in the importance of having a single, senior, dedicated point of contact for every client who is responsible for the overall success of the engagement. Throughout each client relationship, we continually review and reassess resources to ensure we are deploying the appropriate multidisciplinary team that will deliver real value for every client.

Unlike competitors, we do not flood projects with junior technicians, overseen by managers who are often one step removed. We work closely with each client to understand their unique requirements, then strategically apply appropriate technical expertise in the appropriate areas.

This approach delivers actionable, cost-effective solutions to our clients and material improvements to their bottom line.

WE ARE GREENKITE

GreenKite is an award-winning, B Corp-certified, independent professional services consultancy, operating in the UK insurance market. We deliver practical, sustainable solutions that efficiently support internal change while ensuring future resilience and regulatory compliance.

Our flexible solutions are built around three core pillars and underpinned by our team's extensive market expertise and commitment to meaningful collaboration to ensure the best possible client outcome.



HOW CAN WE COLLABORATE?

Talk to us about how we can address your challenges.

E: info@greenkiteassociates.com

T: +44 203 576 1868

W: www.greenkiteassociates.com

