



# CASE STUDIES

## Local Government & Municipal Council

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#### VICTORIAN REGIONAL WATER AUTHORITIES

**BACKGROUND:**

Thirteen (13) Victorian Regional Water Authorities with a combined annual insurance expenditure exceeding AU\$10M required the services and support of an independent risk and insurance advisor to guide them through a tender process for the provision of insurance broking and risk management services.

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**SOLUTIONS:**

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**RESULT:**

The range of benefits enjoyed by the Water Authorities as a direct result of the tender process included:

- Average annual cost savings of more than fifteen percent (15%);
  - Substantial program enhancements and improvements in cover; and
  - Improved risk management protocols were put in place.
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**SOLUTIONS:**

The majority of the Authorities remained with the Victorian Local Council sponsored Self Insurance General Liability and Professional Indemnity Program.

## WAIKATO DISTRICT & REGIONAL COUNCILS

### BACKGROUND:

Following the devastating Christchurch Earthquakes in the summer of 2011, twelve (12) Waikato District Councils got together with one common goal: to reduce their annual insurance expenditures, particularly in regard to earthquake and other natural catastrophe exposures.

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### SOLUTIONS:

The Lion Partnership was able to assist all 12 Councils in undertaking a comprehensive review and insurance tender process, which enabled the group to utilise their economies of scale and subsequent collective purchasing power to generate the optimum amount of competitive tension in the market..

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### RESULT:

All 12 Councils opted to appoint one common broker to manage all their insurance needs. As a result, annual premium savings in excess of twenty percent (20%) were achieved by the group on a combined spend of NZ\$7M.

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## AUCKLAND COUNCIL

The Lion Partnership was engaged by the newly formed Auckland Council to oversee a tender process for the provision of insurance broking and risk management services. The tender process included five of New Zealand's largest brokers, with Auckland Council opting to re-appoint their incumbent broker.

As a result, Auckland Council secured substantially improved coverages while delivering annual cost reductions to the community.

