



# HCH Advisors

## Ensuring Tomorrow's Success

Improve Productivity Through Operational Alignment

# Who We Are



- ▶ **John Hines**

- ▶ 40 years experience
- ▶ CEO, COO, CFO
- ▶ Turn around
- ▶ Start up
- ▶ Finance/operations
- ▶ Risk management

- ▶ **Don Cronin**

- ▶ 40 years experience
- ▶ CEO
- ▶ Underwriting
- ▶ Marketing
- ▶ Property catastrophe
- ▶ Reinsurance

- ▶ **Patrick Haughey, CPCU**

- ▶ 40 years experience
- ▶ Senior executive
- ▶ Start-up
- ▶ Underwriting
- ▶ Marketing
- ▶ Technology
- ▶ Personal and Commercial lines
- ▶ Workers compensation

Experience

Real world solutions

# What We Do



Strategic approach to improved productivity through operational alignment

*Our framework uses a transitional model and can be tailored to the specific needs of the company*

## Operations review

- ▶ Assessment of operations on key drivers of productivity
- ▶ Identify untapped opportunities and potential risks and threats

## Consider external and market pressures

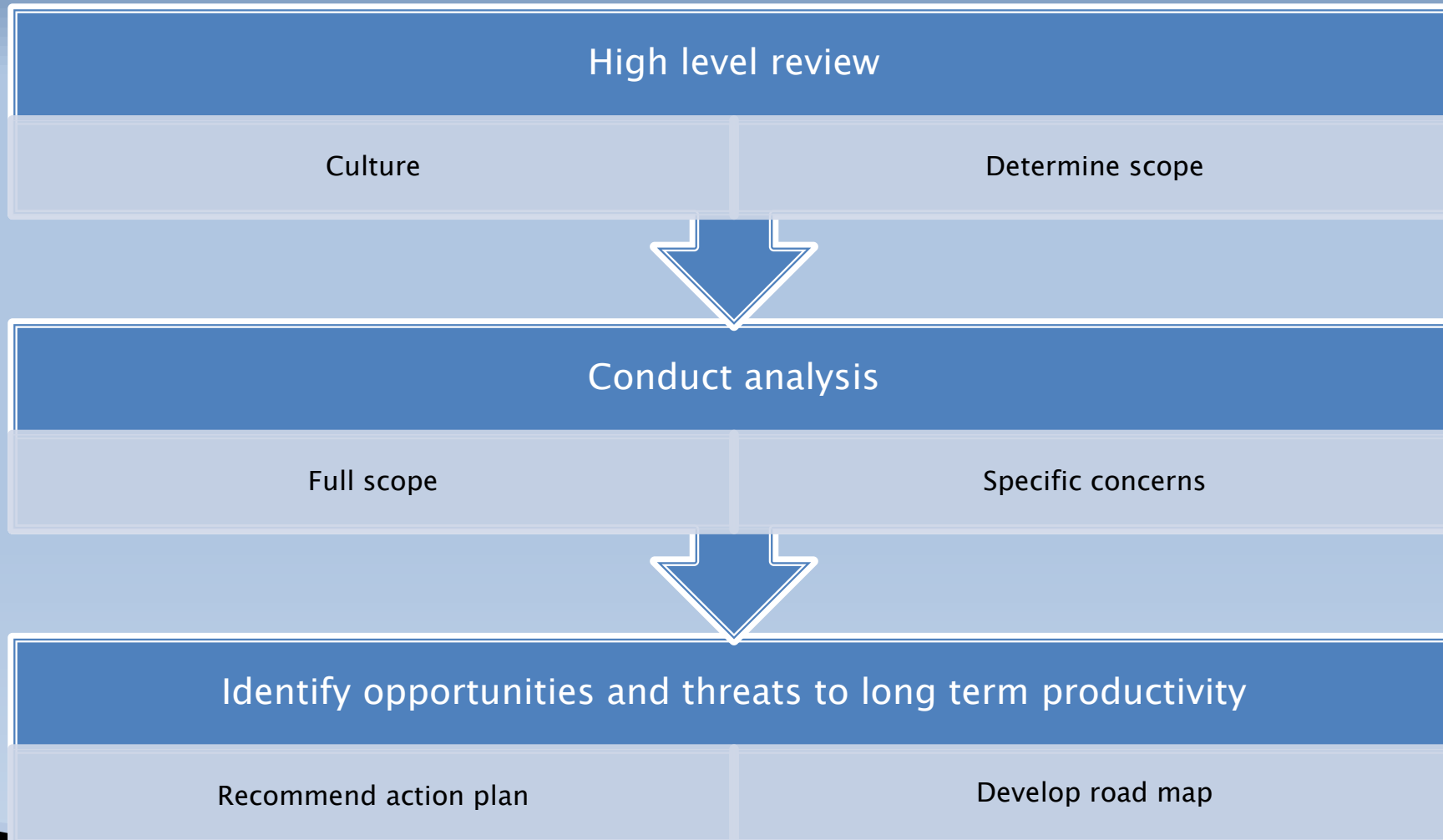
- ▶ Relationship to productivity drivers and impact on results

## Optimize innovation investment results

- ▶ Review innovation plans
- ▶ Map plans to drivers
- ▶ Identify gaps
- ▶ Recommend modifications to plans

## Develop road map for implementing change

# How We Do It

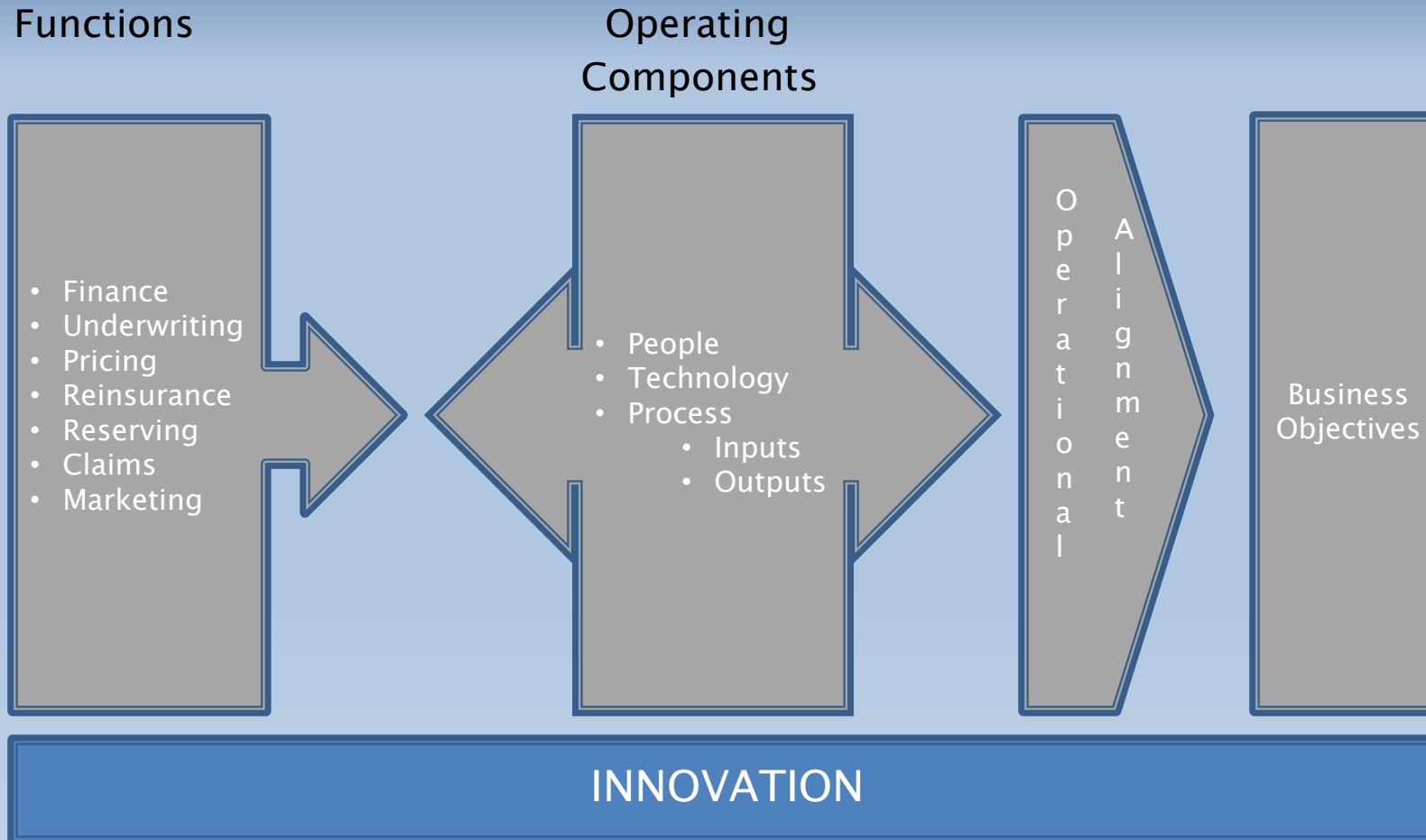


# How We Do It

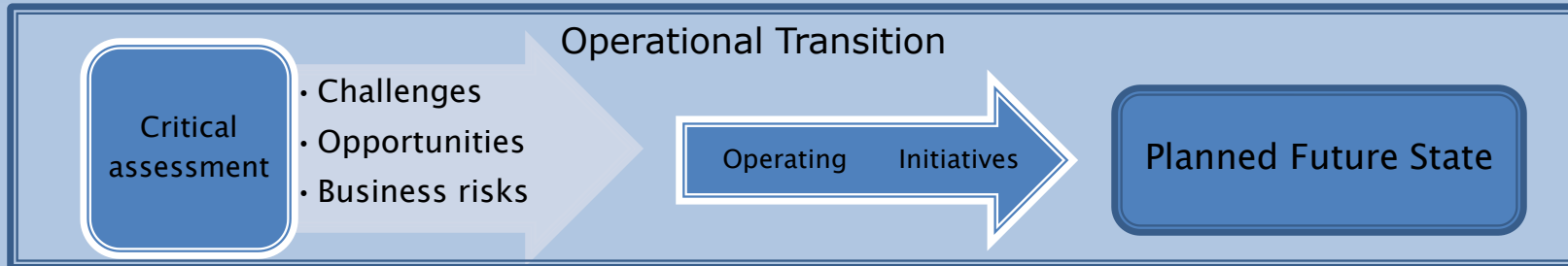
Operations analysis – can be applied to all functions or specific areas of concern



# How We Do It



# How We Do It



For each functional area, assessment includes:

- Interviews
- Document review
- Walk through

Assess innovation

Address external pressures

Specific steps to be taken to align operations with management objectives

Management objectives

- Target operating model

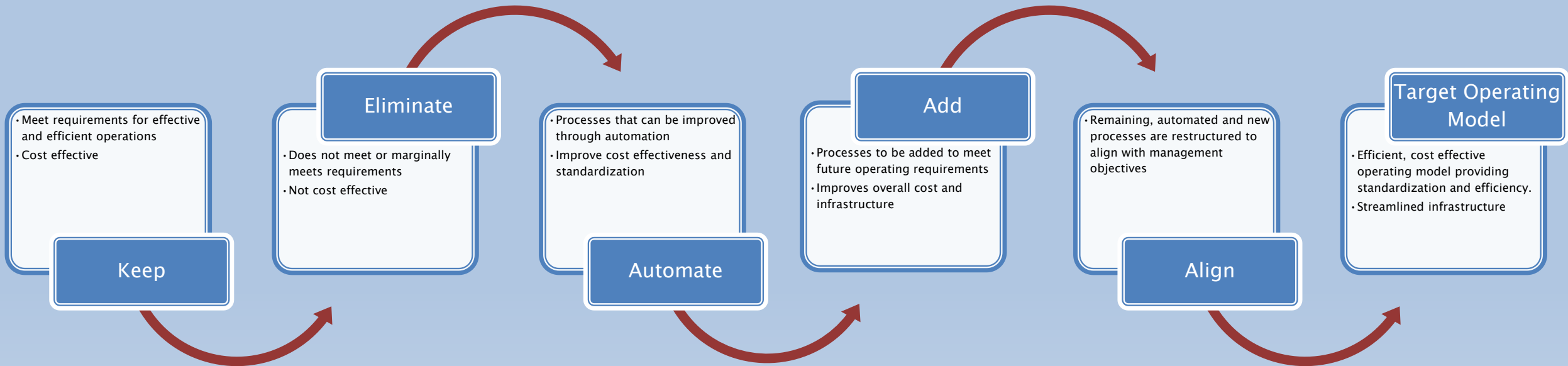
# How We Do It



## Infrastructure and process

### Critical Assessment

### Operating Initiatives





# How We Do It



- ▶ Once the initiatives are agreed and the road map is developed, HCH Advisors will work with the client to implement the plan
- ▶ We can function as project manager or provide hands-on assistance
- ▶ Our objective is not to merely write a report (although one will be issued at the client's request)
- ▶ Our goal is to help clients improve productivity

# What Else We Do



- ▶ Company formation and start-up
- ▶ Strategic planning
- ▶ M&A due diligence
- ▶ Financial planning and forecasting
- ▶ Assessment of innovation initiatives
- ▶ Cost analysis
- ▶ Reinsurance review
- ▶ Company or division turn-around
- ▶ Interim and outsourced management
- ▶ Business risk assessment

Strategy

Vision

# Markets Served



- ▶ Property and casualty industry
  - Coastal property with emphasis on Florida and surrounding states
  - Personal lines
  - Commercial lines
  - Workers comp

# Why HCH Advisors



- ▶ Seasoned executives who have been there
- ▶ Real world solutions
- ▶ Strategic approach

# Contact Information



**John Hines**

**Tel: 610-212-8036**

**[jhines@hchadvisors.com](mailto:jhines@hchadvisors.com)**

**Don Cronin**

**Tel: 727-515-3476**

**[dcronin@hchadvisors.com](mailto:dcronin@hchadvisors.com)**

**Patrick Haughey**

**412-400-5489**

**[phaughey@hchadvisors.com](mailto:phaughey@hchadvisors.com)**

**[www.hchadvisors.com](http://www.hchadvisors.com)**