



## Case Study – Powell Engineering UK Ltd and Verify Insurance



### Background

In conjunction with insurance specialist Morgan Law Ltd, Achilles is able to provide Verify members exclusive insurance arrangements.

The aim is to provide companies with the most comprehensive insurance cover for their working activities, at the most competitive price. This is done through utilising the information from a company's Verify assessment. Both Morgan Law and Achilles recognise the potential for using Verify reports for insurance purposes. Underwriters will be able to assess a supplier's working risk by consulting Verify in the same way a Utility and Patron Member would.

The main benefits of Verify Insurance are devised from the detailed information Verify provides. With a greater understanding of a company's activities, the underwriter can more accurately apportion a premium. Not only does this offer the potential for savings, but can also help ensure that a company has sufficient insurance cover for the work they undertake.

### Powell Engineering UK Ltd

David Powell, who had successfully traded as A D Powell & Son for 20 years, founded Powell Engineering UK Ltd in 1999 (UVDB supplier number 85019). The core business of AD Powell & Son is M&E installation with the transition into the High Voltage industry starting in 1990. Powell Engineering has specialised in substation refurbishment and new installations throughout the UK, offering full turnkey solutions from concept to handover at all voltages, up to and including 400kV. They currently support all the major switchgear manufacturers as well as YEDL, NEDL, Integrated Utility Services, Scottish & Southern Energy plc, EDF Energy and National Grid plc.

Powell Engineering has been registered on the UVDB and Verify for 3 years. Powell Engineering had been with their current Insurers for 11 years, with an unblemished claim history but still incurring large premiums. David Powell met with Morgan Law to discuss their insurance options.

David says, "We increased our cover from the previous year and enhanced certain areas of insurance that Morgan Law recommended and yet still the financial benefits were staggering. Working in a specialist industry requires specialist support. Morgan Law demonstrated their understanding of our company and its activities; they compiled a comprehensive report supported by Verify to present to the insurers which has led to the enormous reduction in our premiums."

### Verify Insurance Scheme

The Verify Insurance Scheme offers real benefits to suppliers and contractors including:

- Tailor-made wording for each risk
- Low claims rebate
- Fixed pricing over 3-5 years
- No height or depth limitations
- Guaranteed capacity
- Exclusive rates



Chris Marsh of Morgan Law Ltd says:

*"Verify gives transparency as to the management standards and professionalism of the contractor. The in-depth information provided by Verify to our experienced underwriters, gives them confidence to offer exclusive terms and cover."*

For further information about Verify Insurance, please contact:

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