



COMMITTED TO OFFERING
SUPERIOR PROFESSIONAL
SERVICES THAT HELP YOUR
ORGANIZATION UNDERSTAND
AND ASSESS YOUR COST
OF RISK.



ABOUT US

Centric Actuarial Solutions, LLC is an independent actuarial firm specializing in property and casualty risks.

Based in Overland Park, KS, the company was formed to meet the actuarial needs of self-insured organizations, insurance companies, brokers, and regulators.

Drawing upon our diverse background in the insurance industry, we offer a broad range of services and strive to develop long-term partnerships with our clients. Our consultants have the experience and expertise necessary to handle a variety of projects, and pay special attention to presenting results in a straightforward manner so clients can easily understand.

We pride ourselves on delivering practical, objective solutions that adhere to the highest professional standards.

OUR APPROACH

We do much more than crunch numbers - our technical expertise is only the beginning. We deliver insight to help solve your most complex business problems. Here's why you should choose Centric for your next actuarial consulting project:

- **Team Approach** - We want to know you and your business before beginning any project, and each analysis is fully customized to meet your needs.
- **Easy-to-Understand Analysis** - We present results in a clear and logical fashion so those not familiar with actuarial principles can easily follow.
- **Constant Communication** - Simply put, we are not satisfied until you understand our work and its implications.
- **Cost-Effective and Timely Solutions** - Our comprehensive, affordable studies are delivered on-time and on-budget.
- **Outstanding Quality and Integrity** - Our work is put through a strict peer review process and meets the professional standards of the American Academy of Actuaries.

SERVICES

The actuaries at Centric have experience in personal and commercial insurance, reinsurance, and the brokerage industry. This diverse background allows us to tackle almost any project. Our expertise ranges from the traditional lines of insurance - workers-compensation, auto, and general liability, to the unique medical malpractice, construction defect, and warranty.

Our services include:

Evaluation of Liabilities -

We offer loss reserve analysis and statements of actuarial opinion to assist clients in establishing proper liabilities for their financial statements. For each project, our consultants take into account socio-economic trends, operational changes, and legislative reform that may impact the reserves.

Pricing and Funding Support -

We assist insurance companies in determining fair and reasonable prices for their products and develop loss forecasts for self-insured organizations to use in the planning and budgeting process. Our team has experience with filing rates in almost every jurisdiction and has worked with self-insured entities from a variety of industries.

Reinsurance and Retention Analysis -

Our analysis of loss activity by layer can prove invaluable to insurers making decisions about reinsurance programs and to self-insured organizations deciding on appropriate retention levels. We rely on both company-specific and industry loss experience to estimate expected costs.

Benchmarking -

Having access to a wide range of insurance industry statistics allows us to compare client's expenses, losses, and other claim statistics to broader industry standards. Benchmarking studies can highlight areas for improvement and assist companies in developing future risk management strategies.

Other Services -

- Expert Testimony and Litigation-Related Consulting
- Cash Flow and Net Present Value Analysis
- Premium and Loss Allocation Models
- Market Research & Competitive Analysis



OUR CLIENTS

We offer actuarial services to a variety of groups:

Self-Insured Organizations -

Centric provides a full range of actuarial services to self-insured organizations such as corporations, private companies, healthcare facilities, and governmental entities. Having served numerous self-insured clients while working in the brokerage industry, Centric's consultants have developed specific reports that address the unique requirements of these organizations. From accruals and allocation models, to retention analysis and funding projections, the actuaries at Centric have the knowledge and experience to meet all your actuarial needs.

Insurance Companies -

The consultants at Centric Actuarial Solutions have backgrounds in personal lines, commercial lines, and reinsurance. In addition to the traditional actuarial tasks of pricing and reserving, Centric can assist insurers with market research, competitive analysis, and reinsurance program design. The actuaries at Centric meet the NAIC's qualification standards for issuing Statements of Actuarial Opinion, and have also filed rates for various lines of insurance in almost every jurisdiction.

Captives and Risk Retention Groups -

Centric's team of consultants has assisted several companies in the formation and administration of captives and risk retention groups. We supply potential captives or risk retention groups with loss forecasts prior to formation, and offer loss reserve studies and reserve opinions once the entity has started writing business. Our actuaries meet the requirements necessary to evaluate reserves in all major captive domiciles.

Brokers -

Having worked in the Risk Management department of a large national broker, the Centric team understands the tools brokers need to attract and retain large national accounts. Our consultants provide expertise with loss forecasting, retention analysis, collateral analysis, benchmarking studies, and cash flow modeling. Whether you choose to work with us on a project basis, or seek our assistance in developing your own proprietary models, we deliver solutions to help you stay ahead of the competition.

Accounting Firms -

When reviewing the financial statements of insurance company and self-insured clients, auditors frequently require the services of actuaries to examine premium and loss reserves. Centric has worked with the Big Four and several other accounting firms during the audit process to assist in these evaluations. Our reports contain considerable documentation and are explained in plain English so the audit team can be assured liabilities have been established using generally accepted actuarial principles.

Insurance Departments -

Regulators seek sound, objective advice to evaluate companies doing business in their state. Centric provides state insurance departments with loss reserve analysis in conjunction with the financial examination process and rate reviews as part of the state's regulation of rates. If needed, the actuaries at Centric can also deliver expert testimony to support insurance departments in either of these two areas.

Mergers and Acquisitions -

Centric's actuaries have worked with several large private equity groups and other companies to provide insight during the due diligence phase for mergers and acquisitions. Our evaluation of liabilities plays a critical role in determining the value of insurance companies and other organizations that retain significant loss reserves. We know that timing is critical for potential mergers or acquisitions, and tailor our services to meet the specific time constraints of each deal.



OUR TEAM

Dustin Gary, a Fellow of the **Casualty Actuarial Society (FCAS)** and **Member of the American Academy of Actuaries (MAAA)**, is a founding member of Centric Actuarial Solutions. In addition to managing the day-to-day operations of the firm, Dustin provides actuarial consulting services to Centric's clients.

Prior to forming Centric, Dustin served as Vice President and Actuary for Lockton Companies, the largest privately held insurance broker in the industry. At Lockton, Dustin directed the company's quantitative practice and managed a staff of seven analysts. His group provided periodic loss reserve analyses for over 100 self-insured clients, including many Fortune 500 companies. Along with offering guidance and oversight to the staff, Dustin worked on various actuarial consulting projects for Lockton's largest clients.

Dustin held actuarial positions with Universal Underwriters Group and Employers Reinsurance Corporation before joining Lockton. He began his career at Missouri Farm Bureau, a personal lines insurance company in Jefferson City, Missouri.

Dustin graduated Summa Cum Laude from Missouri State University with a Bachelor of Science degree in Mathematics and minor in Insurance.

Sam Cargnel serves as a Consulting Actuary with Centric Actuarial Solutions and also is a founding member of the company. He has over ten years of actuarial experience and is an **Associate in the Casualty Actuarial Society (ACAS)**.

Sam was previously employed by Lockton Companies as a Senior Analyst in the Risk Finance Department. In this role, he provided actuarial consulting to self-insured clients from a variety of industries. Sam developed special expertise in evaluating medical professional liability reserves and worked closely with many of Lockton's large healthcare clients.

Prior to joining Lockton, Sam held actuarial positions with Universal Underwriters Group, Employers Reinsurance, and American National Property & Casualty Company. In addition to his roles in the insurance industry, Sam worked in financial derivative modeling at a large energy merchant.

Sam graduated Summa Cum Laude from Evangel College with a Bachelor of Science degree in Mathematics.

CONTACT US

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