Brown & Brown



CASE STUDY

Trade Credit Program Helps Technology Manufacturer Remove Large Risk from Balance Sheet



The Request

Have previously excluded transaction included in program

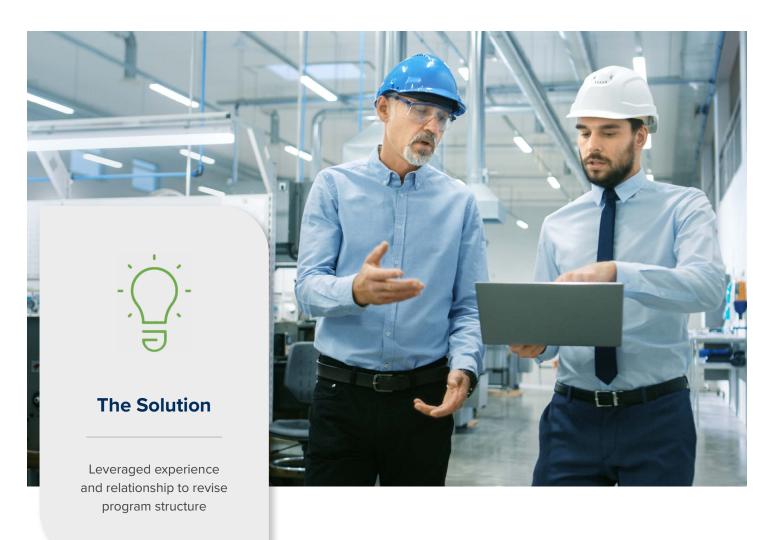
Company Profile

Industry: Manufacturing and Technology

Annual Revenue: \$1 billion

Request

A global leader in electronic learning products had a large transaction be excluded from its trade credit program. This transaction represented a sizable amount of its revenue and added significant risk to its balance sheet. The customer engaged Brown & Brown to help reinstate this transaction within its trade credit program.





The Results

\$2 million of risk off the balance sheet

Solution

The Brown & Brown Trade Credit team leveraged their experience and relationship with the carrier to collaborate and find a solution and was successful in having the transaction incorporated into the program.

Results

The team worked with the carrier to include the transaction while also revising the program's structure, allowing the customer to remove \$2 million of risk from its balance sheet. The customer was pleased with the results and has engaged Brown & Brown on additional lines of coverage.





How Brown & Brown Can Help

Connect with our Brown & Brown team to learn about our knowledge in your industry, how we build our risk mitigation strategies and how we can aid your business in building a cost-saving program.



Find Your Solution at BBrown.com

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