

# Best's Performance Assessment for Delegated Underwriting Authority Enterprises (DUAEs)



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Best's Performance Assessment for DUAEs\* provides a forward-looking, independent and objective, non-credit opinion of a DUAE's ability to perform services on behalf of its insurance partners. It is a comprehensive analysis consisting of a quantitative and qualitative assessment of Underwriting Capabilities, Governance and Internal Controls, Financial Condition, Organizational Talent, and Depth and Breadth of Relationships.

## Benefits for DUAEs and Program Administrators



Promotes expertise and effectiveness in key operational areas to other parties – investors, venture capitalists, regulators, and insurer partners



Provides a uniform, independent benchmark approach to DUAE evaluation from a respected third party



Establishes credibility and trust within the insurance industry

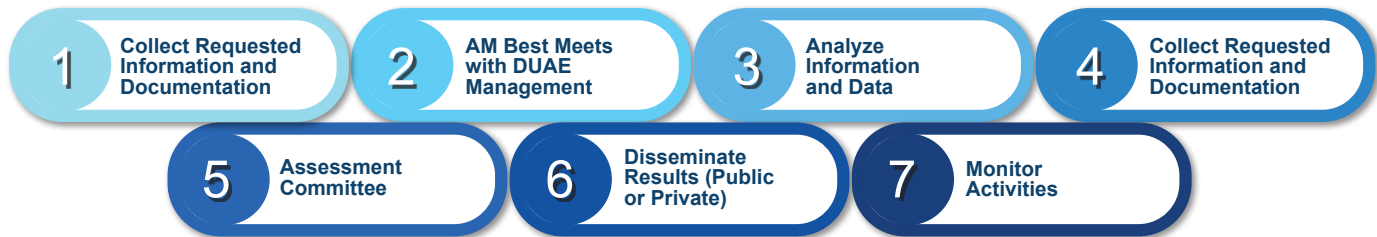


Differentiates capabilities from competitors



Enhances marketing and promotional efforts

## Performance Assessment Process



After collecting the information necessary to begin the assessment process, our analysts establish and manage an ongoing dialogue with the DUAE. The process involves gathering additional data from the DUAE, analyzing key assessment elements, presenting the assessment to the Assessment Committee for review, and determining the final Best's PA for DUAE outcome.

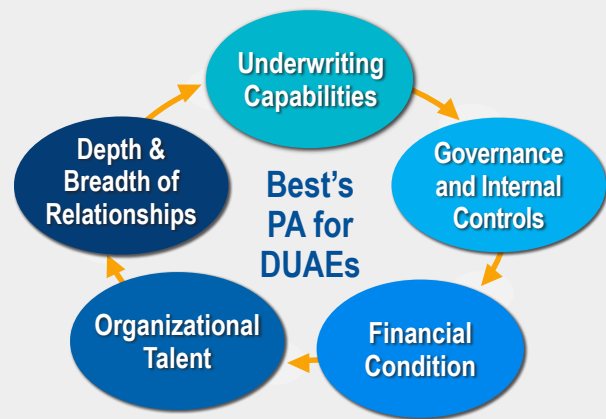
Once a DUAE receives its Best's PA for DUAEs, its performance continues to be monitored, including market and company developments that could impact the PA. Items monitored include: key industry trends, emerging issues, strategic goals, financial objectives and management practices.

### Key Assessment Factors

Both quantitative and qualitative elements are used to evaluate the strengths and weaknesses of the DUAE.






The process includes an in-depth review of:

1. Underwriting capabilities
2. Governance and internal controls
3. Financial condition
4. Organizational talent
5. Depth and breadth of relationships



\*A DUAE is a blanket term for managing general agents (MGAs), managing general underwriters (MGUs), coverholders, program administrators, program underwriters, underwriting agencies, direct authorizations, and appointed representatives.

# Best's Performance Assessment Scale

Assessment Categories	Assessment Symbols	Assessment Ranges
Exceptional	PA-1 	34-40
Excellent	PA-2 	27-33
Strong	PA-3 	20-26
Fair	PA-4 	13-19
Weak	PA-5 	Up to 12

A better overall PA indicates that the DUAЕ is more likely to:

- Achieve greater long-term stability through effective business underwriting
- Maintain a strong financial profile
- Have excellent access to business
- Provide high-level service
- Maintain strong business relationships and governance

## BestMark for DUAЕs

DUAЕs can showcase their Performance Assessment Score by displaying a [BestMark for DUAЕs](#), in their marketing material, such as websites, print ads, brochures, web ads, social media, email signatures, business cards, and conference and events materials. It's available in black, blue and gold to complement the style of your marketing materials, with a white BestMark available for use on dark backgrounds.\*



\*For uses requiring a smaller image, such as business cards and email signatures, BestMarks are available at 1- and .75-inch sizes.

## Additional Information

- [What is a Best's PA for DUAЕs?](#) 
- [How to Get a Best's Performance Assessment for DUAЕs](#)
- [Methodology](#)
- [FAQs: Best's PA for DUAЕs](#)
- [FAQ Session: Best's PA for DUAЕs](#) 
- [Guide to Best's Performance Assessments for DUAЕs](#)
- [BestMark for DUAЕs](#)
- [The Value Of a Best's PA for DUAЕs](#)

## About AM Best

Founded in 1899, AM Best was the world's first credit rating agency. Today, we have grown to be the largest global credit rating agency in the world specializing in the insurance industry, assessing and/or reporting on over 16,000 insurance companies worldwide.

Our purpose is to strengthen the overall financial condition and operating performance of the insurance industry in support of economic growth and the well-being of all stakeholders through our work in credit ratings and information services.

Headquartered in the United States, the company does business in over 100 countries with regional offices in London, Amsterdam, Dubai, Hong Kong, Singapore and Mexico City.

## Thank You

I appreciate your time and consideration. Please contact me to discuss further.

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