lineslip - FMC An Agricultural Sciences Company

CASE STUDY

FMC Corporation is a leading agricultural sciences company that provides innovative solutions to growers around the world. With complex insurance programs spanning multiple business units and global operations, FMC manages hundreds of insurance policies across various coverage lines and carriers.

In 2023, Christian Heinisch, Director of Risk Management & Insurance at FMC, implemented LineSlip to modernize their insurance program data management and gain better visibility into their risk portfolio.

CHALLENGES

- **Fragmented policy management across multiple carriers** - FMC's property program alone involved 40+ insurance companies, making it extremely difficult to track inconsistencies between policy forms and coverage terms across their complex layered programs
- **Manual, time-intensive policy analysis** - Before LineSlip, FMC had to contact multiple brokers via email and wait days – sometimes weeks – for responses on basic policy questions
- **Inefficient coordination and access** - Insurance policies were scattered across different broker systems with cumbersome password-protected portals, leading to policies getting lost in spam folders or never being properly transmitted to FMC's risk management team
- **Limited visibility into carrier relationships and exposure** - No centralized way to analyze 30+ years of historical carrier relationships, premium spend patterns, or identify potential concentration risks across their global insurance portfolio

RESULTS

- **Streamlined renewal management** – Broker/carrier meetings and coordination are instantly easier with placement logistics and coverages all managed within LineSlip.
- **Improved carrier relationship management** - Clear visibility into historical relationships with carriers over 30-year periods, enabling better strategic planning and risk concentration management
- **More efficient program management** - Eliminated the frustration of hunting down policies through multiple broker systems and password-protected portals, with automatic policy uploads ensuring nothing gets missed
- **Better stakeholder reporting** - Easy access to comprehensive, report-ready insurance data enables more strategic conversations with executives and more efficient preparation of presentations

59
Years of history in LineSlip

53
Lines of coverage in LineSlip

4893
Documents digitized in LineSlip

“This system is fabulous for what it does. It puts it all at people's fingertips, and the quicker the data can be put at people's fingertips, the easier it's going to be.”

Christian Heinisch, Global Director Risk Management & Insurance at FMC

