How to lower defense costs using analytics

Using proprietary data-mining techniques, Milliman Datalytics-Defense® is able to analyze companies’ defense cost invoices and produce actionable insights. In 2017, NORCAL Group began using the application; the results below demonstrate the extent NORCAL was able to reduce their defense costs, all the while maintaining their overall claims-with-payment ratio.

Defense costs were overall 15% lower than expected
NORCAL used Datalytics insights to implement changes, which led to significant defense cost savings.

- Defense costs were overall 15% lower than expected
- NORCAL was able to develop and manage a strategy to fuel collaboration which reduced inefficiencies.
- Datalytics enables the identification of vendors/partners that provide enhanced value...
- NORCAL, working with its partners, was able to increase the value proposition enjoyed by its policyholders while maintaining its low claims with payment ratio.

... which enables better overall results.

Our data
- 200,000+ CLAIMS SINCE 2012
- $10.5B+ IN LOSSES AND EXPENSES SINCE 2012
- 300% GROWTH SINCE 2017

For more information: https://www.milliman-datalytics.com
How to lower defense costs using analytics

Using proprietary data-mining techniques, Milliman Datalytics-Defense® is able to analyze companies’ defense cost invoices and produce actionable insights. In 2017, a large MPL insurer began using the application; the results below demonstrate the extent the organization was able to reduce their defense costs, all the while maintaining their overall claims-with-payment ratio.

Defense costs decreased by $14 million per year
The client used Datalytics insights to implement changes, which led to significant defense cost savings.

Datalytics enables the identification of vendors/partners that provide enhanced value …
The client was able to develop and manage a strategy to fuel collaboration which reduced inefficiencies.

… which enables better overall results.
The client was able to increase the value proposition enjoyed by its policyholders while maintaining its low claims with payment ratio.

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Defense costs decreased by $14 million per year

The client used Datalytics insights to implement changes, which led to significant defense cost savings.

$28 million
The client was able to develop and manage a strategy to fuel collaboration which reduced inefficiencies.

Datalytics enables the identification of vendors/partners that provide enhanced value ...

The chart shows:
- Time spent on each active invoice, monthly.
- In 2018, attorneys billed roughly 15% less per claim per month.
- After implementation, the time spent decreased significantly.
The client was able to increase the value proposition enjoyed by its policyholders while maintaining its low claims with payment ratio. 

... which enables better overall results.

Our data

- 200,000+ Claims since 2012
- $10.5B+ in losses and expenses since 2012
- 300% growth since 2017