

Labs.

Leandro Alem
Buró de Seguros



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WHAT ARE WE?

- In September 2018 we became a Regional Insurance Broker founded in the Corporate Segment, we work with the main insurance companies in Paraguay in addition to having strategic alliances with insurance and reinsurance brokers in the region to attend to International Insurance Programs which allows us to provide coverage and services internationally.
- Our team has more than 30 years of accumulated experience in the field, having worked in different insurers in Paraguay and Argentina. Our FOUNDER and CEO has been Country Manager for the Republic of Paraguay for 5 years of Important International Insurer.
- We are specialists in large risks, non-traditional, complex and facultative risks. We accompany the placement of reinsurance for our clients by designing and proposing the best coverage according to their needs and evolution of their activity. We support National Insurers through the main reinsurers in the market, improving the costs and coverage of their insurance.



WORK METHODOLOGY

- First, we audit and properly evaluate the current situation regarding our clients' insurance, contrasting the structure of current policies with the REAL coverage needs and we determine together with the client the ideal coverages needed.
- We then design an INSURANCE PLAN tailored to our clients, which will be adjusted and optimized as their needs change.
- We request quote proposals from the different insurers and/or reinsurers through our allies.
- We negotiate improvements in deductibles, costs, additional coverage, payment methods, etc. with the listed companies.
- We present a Complete Report to our clients with the different offers obtained, highlighting the best options regarding rates and conditions in an impartial way so that you can make the best decision.



WORK METHODOLOGY

- Once the best option has been chosen, we accompany the correct issuance of the Defined Insurance plan policies
- In the event of claims, we accompany the client so that claims are handled properly, guaranteeing a fair and fast process, carrying out procedures and following up with insurers/reinsurers.
- We follow up on payments on policies, endorsements or credit notes.
- Before the expiration of the term, we present renewal conditions according to the strategy chosen by the customer, taking care that there is no interruption of coverage and that they are left without insurance.
- All this with personal availability on the cell phone 24 hours a day, 365 days a year



ALSO CONSTANTLY:

- We look for opportunities to lower insurance premiums or include additional coverages.
- We set up Affinity Groups or Benefits for our clients' Employees.
- We accompany client projects by incorporating the vision of insurance from their beginnings.
- We clarify interpretations of coverages, terms, conditions, and any fine print that the insured does not understand.
- We review and report on insurance renewals.
- We keep up to date on changes in insurance legislation



CONSULTING / ADVICE

- In the event of specific requests or needs, we carry out:
- Audit of National or International Prepaid Health Insurance Plans
- We carry out training for officials on accident or accident prevention for various risks.
- Training on insurance coverage for middle managers.
- Asset valuations.
- Prior inspections of facilities.



SOME COMPANIES THAT HAVE TRUSTED OUR SERVICES

PROFESSIONAL SERVICES :

PRICEWATERHOUSECOOPERS <https://www.pwc.com/py>

TECHNOLOGY & SOCIAL MEDIA

Facebook Paraguay, Meta Platforms (Cisneros Interactive) <https://www.facebook.com/>

SPORTS ENTITIES

PARAGUAYAN OLYMPIC COMMITTEE <https://www.cop.org.py>

CONSTRUCTION

SOMAGEC PARAGUAY <https://www.somagecgroup.com/internacional>

SACEEM <https://www.saceem.com>

CODAS VUYK <http://www.codasvuyk.com.py>

HOSPITALITY

CROWN PLAZA ASUNCIÓN HOTEL <https://www.crowneplaza.com>

ADVERTISING SERVICES

BIEDERMANN PUBLICIDAD S.A. <http://www.biedermann.com.py>

THE CREATIVE NEIGHBORHOOD <http://www.e-magination.com.py/murcia.com.py>

MULLENLOWE DOODLE <https://www.garabato.com.py>

INDUSTRY

HERBALIFE PARAGUAY nutrition, wellness and direct sales industry. <https://www.herbalife.com/es-py>

ATHENA FOODS (Frigomerc and Beef Paraguay Refrigerators) <https://athfoods.com>

UIP - INDUSTRIAL UNION OF PARAGUAY <http://www.uip.org.py>

AGROINDUSTRY

RIZOBACTER PARAGUAY <https://www.rizobacter.com>

ELADIA S.A. <http://www.eladia.com.py>

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THANK YOU

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