

EHC | Estrada-Hart
Consulting



Introduction

Founded in 2007, Estrada-Hart Consulting (EHC) has quickly established itself as a respected independent consultancy specialising in the Latin American Insurance and Reinsurance markets.

With an extensive range of professional contacts developed over more than a decade of 'hands on' experience in the region, EHC has an excellent working relationship with many parties in the Latin American Insurance and Reinsurance markets and works independently on projects, as well as joint Ventures in Mexico, Bogotá and London.

EHC aims to understand its client's needs and concerns, focuses on the pertinent issues and provides recommendations and strategies for resolution within agreed timeframes, along with competitive pricing options tailored for the client.



Neil Hart

Neil commenced his career in the insurance/reinsurance industry some 25 years ago, firstly working for a leading professional reinsurance broker based in the City of London. Over a period of 16 years his responsibilities included the technical accounting, claims and operation functions in the Latin America region.

In 2001 he took responsibility for the Accounts and Operations functions in Mexico City, as well as travelling to the regional offices to enhance and improve the accounting and claims recovery processes between local offices and the London hub. In 2002, he transferred to Mexico City as Operations Director to manage the company's Latin American Hub, with different teams reporting to him covering current day to day operations, Claims recoveries, Legacy issues and Run Off, as well as Audit reviews and Best Practice responsibilities in Mexico, Ecuador, Venezuela, Brazil, Argentina, Guatemala and Colombia.

Since returning to the UK in 2006, Neil has worked on a number of projects, representing various London market and international reinsurers in the recovery of their "Trapped Premiums" from Brokers and Clients, as well as representing companies from Latin America in the recovery of their reinsurance assets from the London, European and USA markets. EHC is now working in association with other Consultancies in London on Joint Venture projects, representing their interests in Latin America where they do not have representation or experience.



Services

Reinsurance Debt Recovery
Commutations Negotiations
Credit Control
Ledger Management
Balance Sheet Reviews
Loss Adjusting (Mexico)
Claims Audit Services (Mexico)
Risk Inspections (Mexico)
Translations



Clients



Our main focus is in the representation of Latin American (Re)Insurance companies with analysis, reconciliation and identification of Reinsurance debt for recovery from the London and International markets.

EHC works directly with ultimate Reinsurers to build a picture of the events, as well as liaise with the Brokers and Agents to ascertain the location of un-reconciled and trapped premiums & claim balances.

Through our network of contacts and associates, EHC is identifying Latin American Debt that is still owed to London Market Insurance Companies and Lloyd's relating to their Legacy operations. Therefore under instruction of our London based clients, EHC is now travelling to Latin America to have face to face meetings in order to open dialogue and negotiations to identify and recover the reinsurance debt, either by collections or commutations.

Territories

Whilst we travel regularly to Mexico City and Bogotá working with our joint venture partners, we also have a network of associates and contacts in other parts of Latin America where we are available to travel on request to these locations.

Therefore under instruction of our London based clients, EHC is now travelling to Latin America to have face to face meetings in order to open dialogue and negotiations to identify and recover the reinsurance debt, either by collections or commutations.



Testimonials

“Global Reinsurance Consultants has retained the services of Estrada-Hart Consulting and parties retained by them as appropriate, to assist us with regards to negotiations, commutations and collections in respect of debts assigned to Global Reinsurance Consultants.

We would advise that we have been satisfied with the services provided to date and we continue to retain the services of Estrada-Hart Consulting. We are pleased to be able to recommend their work as a specialist in the Latin American region.”

- Peter Matthews, Chief Executive Officer Global Reinsurance Consultants

“Neil is a competent, focused and professional individual who in the 15 years that I have known him has always exceeded what is required of him. His strength is delivering solutions to the issues at hand whilst maintaining a clear and focused approach. He is loyal, trustworthy and honourable, a great asset to any Company. Given the opportunity I would not hesitate in employing and/or recommending Neil.”

- Danny Maleary, Business Development, Axiom Consulting Limited

“PRR Adjusting Resources Limited, UK, which operates under the trading name of Adjusting International, has employed the services of Estrada-Hart Consulting (EHC) on a number of occasions since early 2010 in order to assist with the recovery of long-outstanding professional fees and expenses in relation to damage inspection and loss adjusting work undertaken for international Reinsurers.

We are fully satisfied with the professional service provided by EHC and can confirm that to date the success of the debt recovery work has been exceptional. For this reason we have no hesitation in recommending the services of EHC for the purpose of providing Reinsurance recovery solutions both in the London market and in overseas markets.”

- Phil Rice, Director PRR Adjusting Resources

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