

Construction Practice



Willis

Willis Construction - Because Every Detail Matters

Construction is a highly technical and extremely complex industry where companies survive on razor-thin margins of one to three percent. Set this against an average total cost of risk of three to five percent, and the message is quite clear: there is little room for error. From start to finish, every detail matters if you want to not only survive, but prosper.

Willis is the world's largest construction broker because we have the experience and technical expertise to help you get the details right. After more than 30 years of working with virtually every type of construction risk and situation imaginable, we have come to truly know your industry in all its facets, components, exposures, technical requirements and challenges. The breadth and depth of our experience allows us to craft the tailored, specific tools and solutions needed to address issues throughout the construction continuum.

And the issues are many. Your industry will continue to grapple with mold, asbestos and construction defects, as well as new, high-profile risk areas such as welding-rod fumes and treated-wood exposures. Obtaining liability coverage for habitational contractors is a challenge. Surety coverage often requires strategic arrangements such as co-surety and percentage bonds. Allocation and recovery of costs are always a complicated process. Safety and quality assurance grow steadily in importance as critical components of effective risk management. Willis can assist you in every one of these areas.

We are consistently at the forefront of the market as we seek ways to better serve the construction industry. We work to enhance the scope of coverage available, find new ways to reduce the total cost of risk, and to keep our clients up-to-date on legislative and regulatory changes, as well as legal and insurance industry trends, that can have an enormous impact on the way they – and you – do business.

To provide the creativity in program design, marketing savvy, thought leadership and superior day-to-day service required by our more than 4,000 US clients, we have 600 Associates in North America dedicated solely to the construction industry.

Whatever segment of the construction industry you are in, Willis is there. Let the world's most successful construction insurance broker help you build your future.



For Every Company in the Construction Sector

The Willis Construction Practice offers solutions for all construction-related firms, including:

- General contractors, specifically the ENR 400
- Subcontractors, trade contractors
- Design firms
- Project owners and financiers
- Home builders
- Design-build firms
- Architects and engineers
- Suppliers

At Every Stage of the Construction Process

We protect the construction continuum by understanding how risks flow in construction projects.

- Project conceptualization
- Capital foundation
- Mobilization
- Performance
- Completion/turnover
- Operations
- Long-term facility maintenance

In Every Area of Construction Risk

Within the Construction Practice we have established a number of specialty units that focus on specific client needs in the following areas:

- Architects/engineers professional risks
- Captives and alternative risk finance
- Construction risk management
- Environmental
- Habitational, including homebuilding and condominiums
- Surety
- Subcontractor default alternatives
- Wrap-ups



For Every Coverage

Beyond our specialty teams, our areas of expertise include:

- Workers' Compensation
- Builders Risk and Contractors Equipment
- General and Auto Liability
- Umbrella
- Construction Defect solutions
- Political Risk
- Comprehensive risk analysis
- Construction safety (specialists often come directly from the construction industry)
- Claims (experts dedicated to the construction industry)

Technology to Make Every Management Task More Efficient



Technology to make your job easier:

- SurePath® surety processing technology
- Peer Zone® to evaluate financial benchmarking
- Wrap Trac® to manage all aspects of major project placements
- Online safety resources to assist clients in reducing losses and costs



Client Advocacy

Client Advocacy is a model of both what we do and of how we do it, because serving our clients is the sole reason we are in business. Client Advocate is the term we use to describe the senior Willis Associate elected to partner with you and manage all aspects of your account. He or she has the knowledge and expertise to understand your industry and will take the time to learn how your individual operation functions, the specific nature of the risks you face and your financial objectives and goals. In this way, all of our resources – people, knowledge, technology, experience – come together for a single purpose: to help your organization succeed. Built into our model are accountability, commitment, stewardship and most of all, an easy and consistent point of access to everything Willis has to offer.

Global Resources + Local Delivery = The *Glocal* Advantage

Your local Willis office is the portal to a vast array of specialized services and expertise. No matter where your operations are located, they can receive the full benefit of every service that Willis offers. Through our *Glocal* Client Advocate model, your local Willis Construction team is supported by national and global resources so that your organization benefits from the breadth and depth of Willis knowledge, experience, creativity and services around the world.

Our One Flag Approach

The Willis One Flag approach means that we work together as a team, regardless of our physical location or business unit specialization. Our Client Advocate model and *Glocal* service are part of a culture that fosters teamwork in every way. For you, that means seamless, efficient service delivered by a team with only one goal in mind: creating a world-class risk management program for your organization.





Why Willis

- Ours is the largest construction risk practice in the world.
- Our experience is unmatched: we have more than 4,000 contractor clients in the US and serve as insurance broker for 35 percent of the ENR 400. We manage more than 300 wrap-up programs.
- We place annual premiums of more than \$2 billion. Combined with our strong, long-term relationships with the markets and our solid understanding of your risks and industry issues, we are able to negotiate intelligently and aggressively as we work to provide the best results for you.
- The Willis Construction Practice appreciates the critical challenges encountered at every phase of the construction continuum. Our national team of 600 Associates – many of whom come from within the construction industry – work with you to deliver coordinated risk, safety and claims services to reduce the long-term impact of risk. In an industry where margins are notoriously thin and costs can easily escalate, we help you re-engineer (through CORE®) your total cost of risk to better control your bottom line – and make a more positive contribution to corporate results.
- Our creativity and new product leadership is unsurpassed. Willis Construction has continuously been on the cutting edge of industry product creation. Our technical, solution-driven products serve industry needs such as subcontractor default alternatives and construction defect-related risk transfer for habitational exposures.
- We're active in your industry. We financially and educationally support industry associations including the CFMA, AGC, ASA, ABC and DBIA, to name just a few. In many cases, we are on the boards of directors as well as risk management industry teams driving innovation and solutions that benefit contractors.
- We are thought leaders in the field of construction risk, frequently speaking at leading conferences, designing and delivering local specialized conferences and seminars, writing articles on hot trends and current challenges for industry publications and hosting an annual risk conference for construction-related firms.

For every risk – for every detail – choose Willis.

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