

GLOBAL CAPTIVE PRACTICE

Willis



**CAPTIVES ENABLE RISK FINANCING WITHIN
THE RISK MANAGEMENT AND BUSINESS
STRATEGIES OF THEIR SPONSORS.**





WHAT MAKES WILLIS UNIQUE?

The Willis Global Captive Practice is an integrated team of captive experts providing consulting and management services to our clients. Our unique integrated business model of consulting and operational management within a global network qualifies us to work with you to design and manage your captive to your optimal advantage.

Our business model and culture are built on three unique features:

- Our Trusted Advisor concept of captive management
- Our One Flag approach
- The local delivery of global resources

We thus distil the expertise of our Global Practice and focus it on delivering the best captive solutions to you and the highest quality management services to your captive.

By working in partnership with you as your Trusted Advisor we can help your captive deliver the most efficient risk financing and the most responsive services to both Group and business unit management, adding real value to your company.

Our approach is both questioning and innovative. For us there is no such thing as an average captive, a routine client, or a generic solution. Our methodology is based on learning about your business, its objectives and goals, understanding the issues you face, developing optimum, holistic solutions to them, and implementing these efficiently and reliably.

At every stage we work with you in a completely open and transparent manner to ensure that you are fully aware of, and engaged in, every facet of your captive. This is the essence of our Trusted Advisor concept, ensuring that your captive is used effectively to pursue your risk management strategy and respond quickly to changes in a fast moving world. Our One Flag approach guarantees that all our associates, wherever they are located, work as one cohesive team to serve you and deliver locally the entire breadth and depth of our global resources.

All of this is backed up by the power of Willis, and its market leading integrity and client service culture.

Our aim is the success of your captive!

INNOVATION

Willis has always been in the vanguard of innovation in captive technology including:

- The use of captives for program coordination and risk management incentivisation
- Pioneering the use of cell captives since 1997
- Decreasing counterparty risk through the use of direct writing captives

More recently we have developed revenue enhancement through the provision of customer insurance policies and the establishment of niche commercial insurance businesses. We have also pioneered the use of captives in terrorism programs to provide low cost access to specialist terrorism capacity and facilities.

Our innovation has encompassed every aspect of captive usage and operation placing us at the forefront of the industry.

Our inspiration comes from our clients but the drivers for innovation come also from changes in the business environment.

The one unchanging element has been our determination to deliver innovative solutions to our clients that meet their challenges and our commitment to add value to their businesses.

DELIVERY

Designing exceptional captive programmes and structures is of limited value without top quality implementation and delivery. Our clients demand the very highest levels of quality, security and efficiency and this is exactly what they get.

We have invested heavily in our global delivery platform that ensures that our clients experience the same unrivalled standards of service irrespective of where their captive is domiciled. This infrastructure covers the IT and communications systems, service standards and operating manuals, training and staff development, management structure and corporate support. In short everything necessary to deliver the same great service to you from every office in Willis.

But this is not enough. Captives are subject to significant local variance in their requirements as a result of local regulatory differences, legal variances, and variation in local culture and customs. Our clients also have their own distinctive requirements and demands, operating in different countries, underwriting a range of classes of insurance through a variety of programme structures.

All of this variation must be understood and accommodated locally by the team handling your captive. Our local teams have huge experience in marrying up our core delivery platform with the specific demands of you, your business and your captive to provide a truly comprehensive service.



We are a global team based in all key locations throughout the world. Our local teams deliver management services to clients drawing on the expertise and support available throughout the Global Practice. To facilitate this we have installed a number of knowledge sharing arrangements. These deliver to our clients the combined expertise and experience of our entire global team in real time.

These include centres of excellence in the disciplines of insurance and accounting. These groups are charged with monitoring issues, developing solutions and disseminating information in their respective professional spheres.

Our consulting projects are conducted by teams drawn from complementary professional backgrounds and created specifically to meet the challenges of each project. We regularly draw project teams from different locations where the technical needs of the project require this and employ effective communications to ensure a cohesive and effective team response to the challenges put to us.

Our insurance management teams in each domicile include experienced professionals from relevant professional disciplines imbued with our service culture and the determination and professionalism to deliver what our clients demand and require.

In all aspects of our work our objective is simple: to outperform the expectations of our clients and deliver extraordinary value to their businesses.

TEAM WORK





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