ACEC MEMBER BENEFITS

• Benefits provided by The ACEC BIT Trustees
  – Deductible assistance for qualifying firms
    • Maximum $1,000 per claim and $10,000 total per year
  – Royalty sharing to policyholders
  – Contribution to dues for coalition programs
  – National and State Member Organization financial support

• Access to an exclusive ACEC BIT Hartford Product
BUSINESS INSURANCE COVERAGE

- Professional Liability
- Property & General Liability
- Workers’ Compensation
- Business Auto
- Umbrella Liability
- Cyber Liability
- Executive Risk (D&O, EPLI, Fiduciary, Crime and K&R)
- Drone Coverage
- Large Firm Program
- Personal Lines/Key Person
GREYLING: DESIGNED FOR DESIGN PROFESSIONALS

- We are the only broker that employs:
  - Former general counsels for design firms and attorneys that have represented design firms, contractors, and developers
  - Professional Engineers that have managed engineering and construction firms
  - Former brownfield developer
  - Former professional liability underwriters
  - Former paralegal at a large engineering firm
A STRATEGIC PARTNERSHIP WITH MEANINGFUL ADVICE

• Understanding and negotiating insurance coverage

• Claims consulting, reporting, management, and close relationships with inside and outside counsel

• Prompt and effective risk management advice

• Renewal certificates received by your clients before renewal

• A valued relationship that gives your firm a competitive advantage in the industry
• Certificates of insurance
  – Our clients often write to praise the level of service
• Contract review (insurability and risk)
• Routine requests handled within 24 hours
  (most within 2-3 hrs.)
• Responding to project-specific needs
• We benchmark cost, limits, and coverage

• Short-term savings:
  – Insurance coverage analysis
  – Program design
  – Program marketing strategy

• Long-term savings:
  – Claims avoidance and resolution
  – Contract review
  – Risk analysis
  – Training
  – Internal procedure development
RESULTS OF RISK MANAGEMENT ADVICE

- Greyling appointed as broker in 2006
- Loss ratio was approaching 300%
- Risk management analysis led to identification of key issues, organizational changes and training program
- Loss ratio is now under 10%
- Professional insurance cost is down 59%
HELPING IMPROVE YOUR BUSINESS

Below is a representative sample of risk management presentations by Greyling to clients in the past 12 months:

- Professional Services Contract Clauses 101
- Insurance for Architecture and Engineering Firms (Beginner and Advanced)
- Cyber Exposures and Liability Insurance
- Mitigation of Construction Technology Risks
- Alternative Project Delivery Risk (Design-Build, P3, IPD)
- Project Communication: Managing Risk in a Digital World
- Project Specific Insurance Writing for Engineers
- Insurance Industry Trends
- Group Captive Insurance
- Covering Foreign Exposures
- Drone Liability
- Terrorism Exposures and Insurance
- Controlling Litigation Costs
- Lessons Learned on Stadium and Arena Projects
- Big Risks on Small Projects
OUR METRICS FOR A SUCCESSFUL PARTNERSHIP

One: Understand the exposures and challenges faced by industry firms in order to provide meaningful risk management consulting advice

Two: Help you proactively avoid and manage claims

Three: Design and place an insurance program correctly aligned with your exposures and with industry-leading coverage and price

Four: Provide excellent day-to-day service that exceeds your expectations
PROGRAM KEY CONTACTS

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Program Manager

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ACEC BIT Client Executive

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Managing Principal

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