Willis

GLOBAL CONSTRUCTION
In the construction industry, risk management is not a stranger. Accepting, managing, and transferring risk is a core part of your business and is often the difference between success and failure on any particular project.

With increasingly tight margins, new forms of competition, and the need to be taking on broader contractual risk, it has become more important than ever to fully understand the dynamic between your risk tolerance and the performance of your risk management program when executed.

Willis is broker to many of the world’s top contractors. By empowering our clients with our expertise, we help keep them at the forefront of the industry.
THROUGH A DEDICATED, INDUSTRY SPECIFIC TEAM AND LEAD BY A DESIGNATED CLIENT ADVOCATE, YOU WILL RECEIVE INSIGHT AND EXPERTISE WITH:

PROPRIETARY DATA & ANALYTICS:
Because we do more business with the largest and most sophisticated Contractors than anyone else in the world, the data that flows through our systems is unparalleled. By using advanced modelling with proprietary data we are able to take every trend on a leading edge indicator. This results in objective guidance that is reliable and easy to communicate to relevant stakeholders.

LOCAL INDUSTRY UNDERSTANDING:
With a global platform covering more than 130 territories we can provide a clear picture of the local construction as well as any region specific regulatory requirements that could be significant obstacles as your business expands into new markets.

COUNTERPARTIES AND OTHER BUSINESS PARTNERS:
As the construction industry expands into an increasingly diverse portfolio of activities and geographies, having connections with non traditional construction partners is critical. Through our longstanding tenure in the industry, the relationships we have developed will ensure that you have access to the right information and expertise no matter what direction your business takes you.
Protecting your organization is the core of what we do. At Willis, we recognize that in an industry with risks whose effects may be felt for decades after a project is complete, our job is not only to protect you from what may happen now, but anticipate what could happen in the future.

By working together to gain an understanding of your unique risks and business needs, we design proactive solutions that could include risk transfer, risk management or even outsourcing your risk function to us.

Whatever your situation, we are dedicated to living in tomorrow to ensure that you are safe and competitive today.

“HAVING DEDICATED AND EFFECTIVE CLAIMS ADVOCACY IS CRITICAL TO THE PROTECTION OF YOUR ORGANIZATION.”
YOUR DEDICATED CLIENT ADVOCATE WILL ENSURE THAT YOU AND THE FUTURE OF YOUR BUSINESS ARE PROTECTED THROUGH:

DEDICATED SPECIALISM:
Whether you need risk engineering skills, captive management advice or risk transfer, we have dedicated technical specialists embedded into our industry teams. This allows our specialists to stay abreast of the latest trends, options and advances in construction risk management.

CONTRACT REVIEW:
The experience gained by working on a constant flow of diverse projects allows us to advise our clients on projects from cradle to grave. No matter what type of project, we can assist with bid and contract review to help guard against surprises later on in the project.

MARKET RELATIONSHIPS:
Our global span coupled with a consistent tenure in the construction space results in market relationships fostered and maintained by true partnership and integrity. These partnerships result in unmatched collaboration around product innovation, policy wordings, and overall solutions that anticipate your constantly evolving risks.

CLAIMS:
Having dedicated and effective claims advocacy is critical to the protection of your organization. Our Construction Claims, Safety and Loss Control experts have, on average, more than 25 years’ experience and are embedded into our client team’s culture, enabling them to spearhead the negotiation process and be your true advocate from start to finish.
ARE YOU POSITIONED TO RECOGNIZE AND SEIZE THE NEXT OPPORTUNITY FOR GROWTH?

IS YOUR RISK STRATEGY DESIGNED TO MAKE YOU NIMBLE AND MORE COMPETITIVE AGAINST YOUR PEERS?

As the Construction Industry adapts to new ways of engaging in a rapidly changing global economy, you need a broker who is in front of industry trends, guiding you through the new environment and constantly anticipating your new and emerging needs.

Touting the longest history with the biggest and best Construction firms, Willis is no stranger to helping world class organizations reach their financial goals while guiding them through new and unchartered territories.

SPOTLIGHT ON PUBLIC, PRIVATE PARTNERSHIPS:
PPPs are now being used in more geographies than ever before and are becoming a main-stay of the construction industry. We have helped clients compete for more than 500 PPP projects and are perfectly positioned to help you regardless of the extent of your prior knowledge of this type of project funding. We have now launched our dedicated PPP practice to ensure that all of our clients benefit from our global experience in this area.

“WILLIS CAN HELP YOU EXPLORE CREATIVE ALTERNATIVES THAT CAN LOWER YOUR OVERALL COSTS WITHOUT INCREASING YOUR EXPOSURE.”
YOUR CLIENT ADVOCATE WILL POSITION YOUR ORGANIZATION FOR GROWTH BY EXPLORING INNOVATIVE SOLUTIONS AND ALTERNATIVES FOR THE ENTIRETY OF YOUR ORGANIZATION AND LEVERAGING THE BREADTH OF WILLIS’ S CAPABILITIES TO KEEP YOU COMPETITIVE:

PROJECT PROFITABILITY:
Our advanced analytics allow us to better assess the likelihood and severity of potential losses, giving you greater certainty around your future cash-flow and true cost of risk. And through this enhanced understanding of project profitability even before you enter into the bidding process, we make you more competitive.

ALTERNATIVE SOLUTIONS:
As construction margins tighten, many organizations are cutting back on their risk management spend. Guided by significant experience in outsourcing and other cost effective solutions, Willis can help you explore creative alternatives that can lower your overall costs without increasing your exposure.

PARTNERING:
Willis’ Global Construction Industry coupled with a seamless resource infrastructure enables each Industry to be able to draw on the skills and connections of other teams across the entire firm. Whether you need access to financing partners or new sources for business development, our Industry specialization and vast client network will ensure you are connected to someone who can help.

TALENT:
By leveraging our extensive Construction Client base in creative and innovative ways, the Willis Employee Benefits team can work with you to create tailored and compelling packages for your people. This will help differentiate you from others in your sector to make sure you secure and keep the best talent.
“OUR CONSTRUCTION CLAIMS, SAFETY AND LOSS CONTROL EXPERTS HAVE, ON AVERAGE, MORE THAN 25 YEARS’...”