WILLIS
A&E
THE ARCHITECTS AND ENGINEERS INSURANCE EXPERTS
When the art and craft of building and design meet the hard bottom line of business, it’s good to have an advocate who has a thorough understanding of both. It’s good to have Willis A&E on your side.

Building and design professionals operate in a project-driven environment, where commercial stability and success rely on consistent delivery of services on schedule and within budget – and to the client’s satisfaction. The business world, however, presents an array of obstacles to that success.

- **CLIENTS.** Often demanding, varying in sophistication and expectations, seeking to transfer their risk via onerous contractual terms while benefitting from your innovation and creativity. And slow to pay.
- **CONTRACTORS AND OTHER INTERMEDIARIES.** Creating exposures and business challenges between design professionals and their clients as they look to compensate for their lowest irresponsible bid.
- **TECHNOLOGY.** From electronic document delivery to BIM to IPD, the standard of care continues to evolve as numerous parties of divergent interests and responsibilities collaborate to meet client expectations.
- **INTERNAL ISSUES.** Operational, efficiency and communication concerns impacting staffing, training and financial performance.
- **LEGAL LANDSCAPE.** A continually evolving world with emerging and complex risks and expectations. Performance-based exposures associated with sustainable/green design and varying project types creating exposures for your practice.

**ATTENTION TO NOW, NEW AND NEXT**

The insurance industry is inherently conservative and traditionally intent on looking back – actuaries analyze what has gone wrong in the past and underwriters look to apply lessons learned. There’s nothing wrong with that, but we take the process a step further and help you respond to “now,” anticipate the “new” and prepare for the “next.”

This thinking permeates how we both respond to and pro-actively meet day-to-day client service needs, how we help you respond to pressing project demands and how we deliver insight and information to help you anticipate new areas of risk and business challenge.

Willis A&E continuously scans the global Professional Liability insurance market in order to support your interests with the best market intelligence. It is of paramount importance to understand the risk appetite and restraints of each market, and to ensure that the carriers on your program are reliable and have an underwriting and claim-management philosophy compatible with your needs and objectives.

To take advantage of current market dynamics, we will help you “underwrite the underwriters.” This demands close consideration of such non-traditional factors as the markets’ cost of reinsurance, reinsurance attachment points, restrictions and exclusions.

Willis is at the forefront of industry discussions on such issues as digital risk, the shifting paradigm with respect to the A/E’s role in the wake of evolving technology and delivery methods, the challenges to the global competitiveness of the U.S. design industry, and the increasing challenges associated with participation in – and addressing the risks associated with – Green, BIM, IPD and PPP project opportunities.

**WHAT WILLIS A&E BRINGS TO OUR CLIENTS**

Our Practice has been exclusively dedicated to providing insurance and risk management solutions to Architects and Engineers for more than 30 years. Recognized as the leading national insurance broker for design professionals, Willis A&E distinguishes itself by being true specialists with the experience, expertise and resources necessary to meet the complex insurance needs of any design firm.

- **A DEDICATED TEAM OF SPECIALISTS.** Our team comprises A&E specialists with many years of experience in the areas of insurance brokerage, risk management, education, claims, contracts and underwriting – all specific to Architects and Engineers.
- **REDUCING COST AND ADDING VALUE.** We have long-standing direct access to more A&E insurance carriers than any other broker. These market relationships added to our expertise and dedicated resources, allows us to provide our clients with the best options at competitive prices.
- **CLAIM ADVOCACY.** Willis A&E is uniquely qualified to advocate on behalf of our design firm clients. Our dedicated claim staff has considerable experience handling complex claims involving construction and design projects, which helps ensure our clients get what they pay for in the event of a claim or dispute.
- **INTERNATIONAL RISK MANAGEMENT AND SUPPORT.** Willis is the leading international brokerage firm in the area of construction, with the global reach, expertise and market relationships necessary for managing risk and placing coverage for international projects. More importantly, the breadth and depth of our experience benefits clients everywhere, regardless of the size of their projects.
- **RISK MANAGEMENT EDUCATION.** We are an AIA Certified Education provider. Our Associates speak and write on a wide range of risk management topics. The numerous educational workshops we have developed are all eligible for CE credits from AIA as well as ACEC and other leading A&E associations in most states. In addition to in-house and public seminars, we offer monthly online seminars/webinars where leading experts discuss risk management issues of interest to the A&E community. Through these programs you can provide quality risk management education to your staff while they earn CE credits. For additional information or to register for a seminar, visit our website.

**COVERAGES**

Willis A&E works with clients across the full range of business and professional insurance coverages, including:

**PROFESSIONAL LIABILITY**
- Architects and Engineers Professional Liability
- Environmental and Pollution
- Project-Specific Professional Liability
- Contractors Professional Liability
- Owners Protective Professional

**BUSINESS INSURANCE**
- General and Automobile Liability
- Property
- Umbrella
- Workers’ Compensation

**SPECIALTY INSURANCE**
- Breach of Restrictive Covenant
- Crime, Fiduciary
- Digital and Technology Risk
- Directors & Officers Liability
- Employee Benefits
- Employment Practices Liability
- Kidnap & Ransom
- Key Person
- Surety

**CONTACT US**

For more information about our products and services, please call us at 312 288 7189 or visit our website at [www.willisae.com](http://www.willisae.com).

Willis Group Holdings plc is a leading global insurance broker. Through its subsidiaries, Willis develops and delivers professional insurance, reinsurance, risk management, financial and human resources consulting and actuarial services to corporations, public entities and institutions around the world. Willis has more than 400 offices in nearly 120 countries, with a global team of approximately 17,000 Associates serving clients in virtually every part of the world. Additional information on Willis may be found at [www.willis.com](http://www.willis.com).
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