

Wrap-up Service/ Provider List-Form to add firm name

FIRM INFORMATION

Firm Name	McGriff Seibels & Williams, Inc.
DBE? (Indicate Yes or No and certifications)	Y <input type="checkbox"/> N <input checked="" type="checkbox"/>
Contact Name	Edward Copeland, CPCU Senior Vice President
Phone	205-581-9258
Email address	ecop@mcgriff.com
Web Address	www.mcgriff.com
Service Area	USA
<i>(Indicate specific City, State, Region or USA)</i>	

SERVICES OFFERED

Wrap-up Administration Services	YES / NO
Commercial projects	Y <input checked="" type="checkbox"/> N <input type="checkbox"/>
Residential projects	Y <input checked="" type="checkbox"/> N <input type="checkbox"/>
Perform feasibility studies	Y <input checked="" type="checkbox"/> N <input type="checkbox"/>
Compose RFP answers	Y <input checked="" type="checkbox"/> N <input type="checkbox"/>
In-house administration	Y <input checked="" type="checkbox"/> N <input type="checkbox"/>
On-site administration	Y <input checked="" type="checkbox"/> N <input type="checkbox"/>
Provide training and education	Y <input checked="" type="checkbox"/> N <input type="checkbox"/>
Comments:	MSW has designed its Consolidated Insurance Practice (CIP) to provide a wide variety of services dedicated to collecting and providing information electronically. We provide a dedicated web site for each project that allows contractors to retrieve insurance information about the project, enroll, and submit required reports electronically. Information on each project is stored in our database that allows custom reports. It also allows benchmark data and guidelines from a wide variety of projects in various jurisdictions. The website is password secured with owner/contractor access to reports as needed.
Loss Control & Safety Services	YES / NO
Commercial	Y <input checked="" type="checkbox"/> N <input type="checkbox"/>
Residential	Y <input checked="" type="checkbox"/> N <input type="checkbox"/>
Employ in-house loss control persons	Y <input type="checkbox"/> N <input checked="" type="checkbox"/>
Subcontract to outside vendors	Y <input checked="" type="checkbox"/> N <input type="checkbox"/>
Comments:	Safety Services are tailored to projects based on need and existing expertise. MSW uses a wide network of independent safety professionals dedicated to large construction projects.
Claims Administration	YES / NO

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Employ in-house claims persons	Y <input checked="" type="checkbox"/> N <input type="checkbox"/>
Subcontract to outside vendors	Y <input checked="" type="checkbox"/> N <input type="checkbox"/>
Comments:	Our claim department interfaces with company personnel to monitor and evaluate claims as they occur. We also use periodic meetings to review outstanding claims. When available, we request claims "buy-out" options from underwriters to allow for program completion as soon as available.
Brokerage Services	YES / NO
Placement of commercial wrap-up projects	Y <input checked="" type="checkbox"/> N <input type="checkbox"/>
Placement of residential wrap-up projects	Y <input checked="" type="checkbox"/> N <input type="checkbox"/>
Comments:	Our projects include single project locations, multiple project locations, as well as multistate projects. Our computer software capabilities allow for a separate and detailed collection and monitoring of project information.

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SERVICES OFFERED cont.

Insurance Companies/Markets	YES / NO
<i>(Please include any limitations in comments section)</i>	
Write commercial wrap-up projects	Y <input checked="" type="checkbox"/> N <input type="checkbox"/>
Write residential wrap-up projects	Y <input checked="" type="checkbox"/> N <input type="checkbox"/>
Comments:	MSW represents all CIP markets both foreign and domestic. We have the capability to utilize large deductibles, guaranteed cost, and captives in our placements.
Wrap-Up Software/System Providers	YES / NO
Provide wrap-up administration software and/or systems	Y <input checked="" type="checkbox"/> N <input type="checkbox"/>
System has on-line capabilities	Y <input checked="" type="checkbox"/> N <input type="checkbox"/>
Provide programming services	Y <input checked="" type="checkbox"/> N <input type="checkbox"/>
Comments:	MSW's software is a user friendly web based system, designed to allow custom reports based on need. Enrollments and contractor communications are achieved via a dedicated web site designed specifically for each project.
Consultants	YES / NO
Perform feasibility studies	Y <input checked="" type="checkbox"/> N <input type="checkbox"/>
Represent sponsors only	Y <input checked="" type="checkbox"/> N <input type="checkbox"/>
Create RFP documents	Y <input checked="" type="checkbox"/> N <input type="checkbox"/>
Compose RFP answers	Y <input checked="" type="checkbox"/> N <input type="checkbox"/>
Create marketing specifications	Y <input checked="" type="checkbox"/> N <input type="checkbox"/>
Assist with program placement	Y <input checked="" type="checkbox"/> N <input type="checkbox"/>
Assist with selection of broker/administrator	Y <input checked="" type="checkbox"/> N <input type="checkbox"/>
Audit and monitoring services	Y <input type="checkbox"/> N <input checked="" type="checkbox"/>
Training and education	Y <input checked="" type="checkbox"/> N <input type="checkbox"/>
Expert/witness legal services	Y <input type="checkbox"/> N <input checked="" type="checkbox"/>
Comments:	MSW is a broker that can perform feasibility, design market specifications, create RFP documents to insurance markets, and evaluate responses received from the market. We also design enrollment procedures and contract language used in the project bid process.
Other:	YES / NO
Medical services	Y <input checked="" type="checkbox"/> N <input checked="" type="checkbox"/>
Written resources	Y <input checked="" type="checkbox"/> N <input type="checkbox"/>
Legal Services	Y <input type="checkbox"/> N <input checked="" type="checkbox"/>
Other-Describe	

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Comments:

Bonus Question:

What is your definition of a successful wrap-up? *(Answers may be compiled for use in presentation-no specific names will be used)*

Answer: MSW's approach to a successful project is one where (1) coverage is available at limits higher than normally received by certificates of insurance, (2) site safety is the rule and not the exception, and (3) the insurance cost comes in significantly less than the cost of insurance provided by contractors. Proper coverage is key in CIP placements. A placement must recognize the unique coverages required at a construction site and respond to avoid project delays and budget overruns. When a fortuitous event occurs, independent coverage provided by contractors can delay cost reimbursements while various insurance carriers try and determine who is responsible. A CIP will allow for an expeditious settlement and project continuance. In many cases, CIP coverages can be provided at lower costs due to bulk purchasing and site safety.

Be sure to save this document and attach it to your return email.

Thank you for your participation!