

Building Blocks for a Successful CCIP



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Benefits & Motivation for Wraps



- Total Project Control
- Enhances Business Platform
- Improve Overall Service to Owner
- Improve Subcontractor Relations





- Profit Center Approach

- Enhance Competitiveness

- Enhance Awareness of Safety

Benefits & Motivation for Wraps



Single vs. Rolling Project



- CCIP's viable for both
- Rolling program needs to be consistent with corporate culture
- A different way of doing business
- Financial commitments





- Top Down Commitment
- Comprehensive Safety Culture
- Financial Incentives
- Operational Accountability

Making it Happen



Dialogue - Contracting Side



- Coordination Between all Contracting Functions
 - ❖ Part of Estimating Process
 - ❖ Business Development
 - ❖ Purchasing/Procurement
 - ❖ Site Operations



Dialogue - Insurer / Brokers Side



- Accurate Financial Projections
- Insurance Underwriter
 - ❖ Sold on Project and GC
- Adequate Coverage Procured
- Claims Protocols Reviewed/Finalized
 - ❖ Support on Return to Work
 - ❖ Medical Providers Lined Up
- Administrative Roles/Responsibilities Confirmed



CCIP Roles



Broker	Insurance Underwriter	Policy Production	Insurance Safety
Risk Manager	Wrap Administrator	Estimator	Procurement
Site Operations	Claims Manager	Insurance Auditing	Retro Production Staff
Legal	Subcontractors	Insurance Claims Management	Contractor Development

CCIP – What Can Go Wrong?



- Not for the “weak of heart”
- Understanding the financial commitment
- Underwriter will consider experience in account evaluation



CCIP – What Can Go Wrong (cont.)?



- Not coordinated internally
- Lack of knowledge on the process
- Bid process not thought out and coordinated
- Lack of consistency in documents

