

# VIZIENT ROLLING OCIP PROGRAM

POWERED BY LOCKTON



## ARE YOU PLANNING A CAPITAL PROJECT THAT COSTS AT LEAST \$40,000,000?

Check out our new member program to insure the project. You will obtain significant **COST SAVINGS**:

- Take advantage of the economies of scale volume purchasing
- Eliminate contractor mark-ups on insurance (1% to 5%)
- Utilize our construction safety experts to reduce accidents and drive down claim costs
- Lower litigation costs



## DID YOU KNOW?

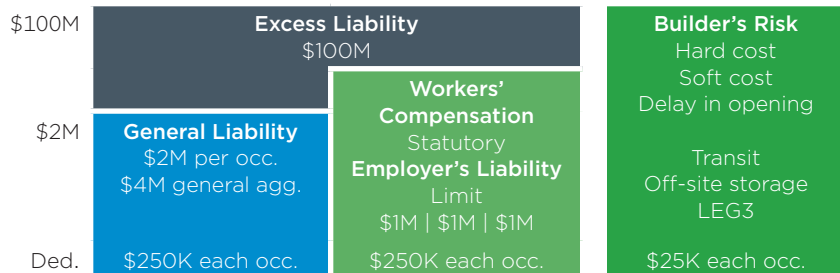
Capital projects less than \$200,000,000 rely on contractor's providing the insurance which is often a profit center for them.

## Our insurance solution for your capital projects

### Concept

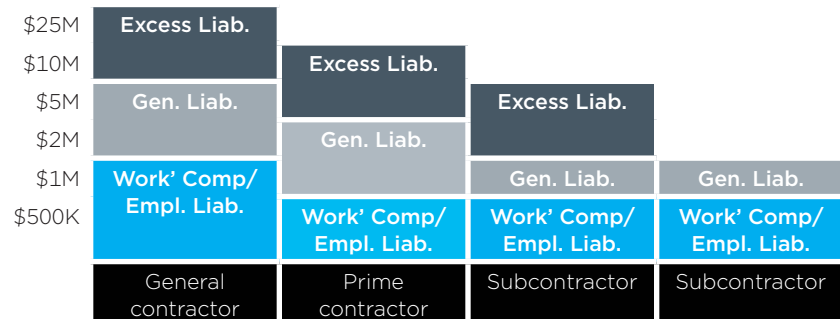
- Ongoing, or rolling, owner-controlled insurance program
- Covers ongoing construction for multiple projects; minimum project size is \$40M
- Projects are rolled into and out of the program as they are started and completed
- New construction, renovations, expansions/improvements
- Sponsor provides insurance for all enrolled contractors

### OWNER-CONTROLLED INSURANCE PROGRAM STRUCTURE



### Traditional program structure

(CONTRACTOR-PROVIDED INSURANCE)



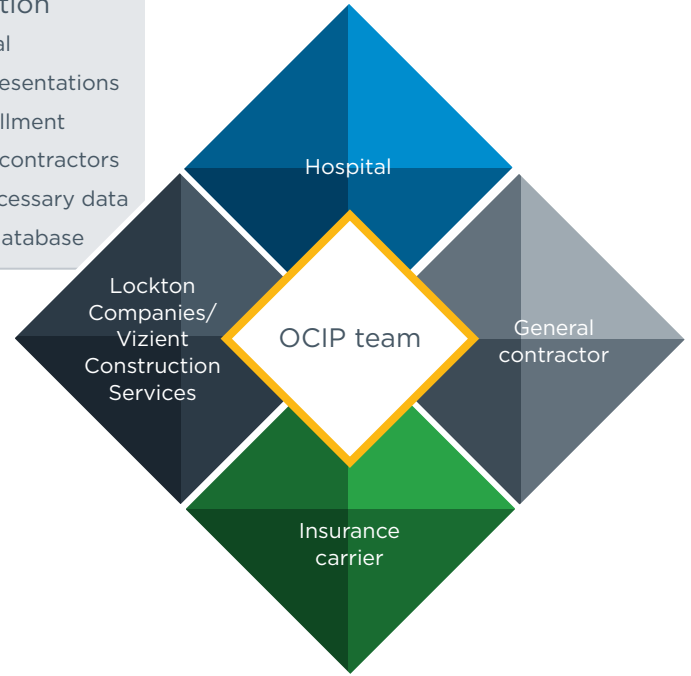
## Advantage summary

Traditional program
<ul style="list-style-type: none"> <li>Multiple insurers</li> <li>Inadequate limits</li> <li>Gaps in coverage</li> <li>Uninsured contractors</li> <li>Cross litigation</li> <li>Inefficiency</li> <li>Duplication of costs</li> <li>Stacking of markups</li> </ul>

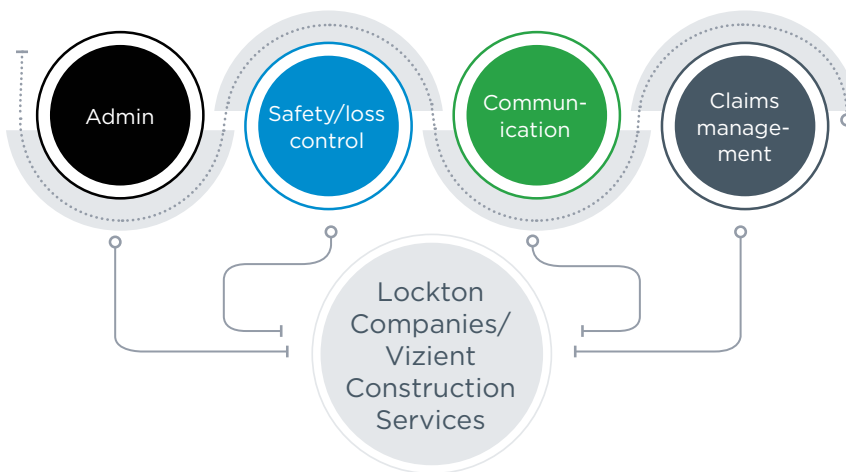
VS.

Wrap-up program
<ul style="list-style-type: none"> <li>One insurer</li> <li>Adequate limits</li> <li>Consistent coverage</li> <li>Control</li> <li>No cross litigation</li> <li>Efficiency</li> <li>Consistent services</li> <li>Decreased markups (1-3% savings of total project cost)</li> </ul>

# How Lockton will help members achieve a successful OCIP



## Keys to success



**Savings: \$1,000,000+ for a \$100M project**

## Next steps

- Obtain project assumptions
  - Cost, labor, duration, etc.
  - Realistic financial model
- Design and market program
- Implement program
  - Affect contract provisions
  - Bind program
  - Project management meetings
  - Contractor orientations

For more information  
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