

BOUWEN

Engineering



BOUWEN

INFORM - INSPIRE - INSURE



Offering and Services

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Our Company

BOUWEN was founded by Michelle Hollenbach, based on a wealth of experience in the Engineering Insurance industry.

Michelle spent many hours designing products to simplify the currently complex engineering products that are available in the industry.

The products were designed in conjunction with Architects, Engineers, Construction Equipment suppliers and years of experience in claims pitfalls, to deliver a product that is client and broker central.

Value added products were identified which adds substance to the ever-changing Engineering client, taking care of not only the client, but the employees and general housekeeping of our clients as well.

We know that as broker, there is a need to still consider other products in the market as a comprehensive record of advice does need a comparison with other service providers.

So, a market analysis of existing engineering products was done and a comprehensive training module for both Plant All Risk and Contractors



All Risk was designed to upskill our brokers in not only our product, but the products on offer by our competitors.

This training module, being the best presented and most impactful in the market is accredited by the IISA for 6 CPD hours and is facilitated by our very own BETA: BOUWEN Engineering Training Academy.

Our Partners

We are underwritten by YardRisk Insurance Limited a Level 1 BEE contributor. A significant requirement in the construction and engineering field.

We are reinsured by Swiss Re as our lead reinsurer, the largest reinsurer in the world, and R&V Re.

Our reinsurers are all A-Credit Rated Companies.

BOUWEN Engineering Offering and Services trades as a Juristic Representative of Tranquille Intermediary Services, the Underwriting Manager, FSP license 48264



Online Quoting

As we know that our brokers are often very busy, we have taken our simplified all-inclusive product, and provided it on an online quoting platform, which provides our brokers with an instant quotation online by providing not more than 12 fields of information, which includes contact and company details!

This is a true testimony of how simplified and all-inclusive our product really is.



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Products

Work Section

Contractors Liability Section

What makes this product different?

- **Zero Excess**

We give our clients the option of insuring at an effective ZERO excess – a first in the industry. Franchise excess conditions apply.

- **Legal Manager**

Our legal product provides the client and broker with free legal services to analyse awarded contracts, the legal implications and consider the financial implication of non-adherence to contract. This service also identifies the need for insurance, which provides the client with peace of mind that he is not paying for insurance that is not contractually required. See more on this product below.

- **All-inclusive policy wording**

Our policy wording provides all available extensions as well as the limits associated with them, to ensure that our brokers provide accurate advice and that no eventuality is left out at the time of providing financial advice. We underwrite at contract award stage, never claims stage which looks after the financial health of our clients.

- **Unorthodox benefit provision**

Our product offers cover that was traditionally only awarded to larger corporate clients.

We have identified that the financial need of the SMME contractor is much larger than that of the corporate client. Corporate clients can much easier absorb losses provided by corporate extensions than the SMME.

A few examples of these covers are:

Lateral Support, Limited Design covers, softer approaches to exclusions and increased limits for storage and transit.

Contractors All Risk Insurance



Group Contracts Basis

Insured on a contract-by-contract basis but grouped together on an Annual Facility, ensures accurate premiums and saving unnecessary costs to our clients.



Specific Contracts Basis

Specific Contracts insured on a separate contract document for the specific contract's individual needs. Options for the evaluation of each of these contract documents are available as well.



Contractor All Risk Body Corporate Product

We love thinking out of the box, so the outside of the box led us to developing our Contractors All Risk Product into a plug-and-play product for the Body Corporate Insurance industry.

The CAR Body Corporate product is available online, with a simplified flat premium structure to accompany the standard body corporate policy by providing cover for all renovations, alterations and betterment that may take place during the renewal year of the body corporate.

No tricky turnover declaration – just straight cover with substantial limits to ensure that the client is covered for all eventualities whilst undergoing all sorts of works on the body corporate premises.

Plant All Risk Insurance

What makes this product different?

- **Fixed Plant Values**

A major problem in the Engineering Insurance Industry is the understanding of what value is actually paid out at the time of loss and what parts are used to rectify damage to an insured loss.

BOUWEN has, in consultation with industry experts, provided workable solutions to, not only fix the value of the claim payable at underwriting stage, but also provide clear and precise explanations of the parts replacement for different machines insured.

We only insure for market value – if the machine is new – the market value is the new value.

No ambiguity is created by referring to New Replacement value which only settles market value at time of loss!

On receipt of valuation certificates, we provide an agreed settlement value for an agreed period of insurance.

- **Hired in-and-out options**

We cover plant and machinery both whilst being hired in and out, on an inclusive basis and in consideration of all risk factors and extensions.

- **Plant Liability Covers**

Both Contractors and Road Liability covers are available for clients for their individual contracting needs.

- **All-inclusive extensions**

All extensions available are disclosed to clients and brokers in our all-inclusive policy.

- **Zero Excess**

We give our clients the option of insuring at an effective ZERO excess – a first in the industry.

Franchise excess conditions apply.

- **Alternative Excess Options**

For our clients with a larger risk appetite, we have various options available to reduce premiums payable and allow our clients to carry a portion of the risk.

Group Personal Accident Cover

The construction industry is one where workers, even though employers endeavor to provide a safe working environment, face the risk of bodily injury every day.

BOUWEN as a company, does not only strives to protect our clients' balance sheets, but also provide the means for our clients to provide access to benefit payments to employees when tragedy strikes.

We know that our business exists by the means of these men and woman providing their services to the industry every day, but in the same manner, putting themselves at risk of bodily injury.

A first in the engineering industry – BOUWEN now offers our clients and brokers the opportunity to provide benefits to their staff and directors, in cases of accidental disability or death.

Employers Liability Cover

In an ever-growing litigious society, the risk of being accused of negligence by an employee outside of the scope of COID is becoming a reality. Informal workers, as well as learners are not necessarily properly indemnified and the risk of being left exposed is a reality for companies.

Very often, it is a contractual requirement for our clients to effect Employers Liability, especially by government institutions awarding contracts.

Now you have the ability of effecting Employers Liability cover, not only on an annual basis, but also on a contract-by-contract basis. A first in the industry!



General Liability Cover

Do you want to cover your construction client for liability, outside of formal contractual obligation to an employer?

We offer a standalone General Liability section to cover your client for all construction liability eventualities during the performance of their construction work.

This is especially handy for contractors who do grass cutting, tree felling, maintenance contracts where the works portion is minimal, sub-contractor agreements where only liability cover is required and many more.



Legal Manager

Our Legal Manager Product provides assistance to our contractors who require the following:

- Letter of demand drafting
- Responses on Letter of Demand
- Contract document drafting
- Statutory Services
- Mediation with Employers / Principals
- Intelligence Gathering

This provides our clients with the necessary tools to ensure that legal matters do not hinder them from doing what they do best.



Occupational Health and Safety

Our OHS provider is COVID-19 prevention aligned!



BOUWEN is both client and employee driven. In the interest of promoting proper risk management and insuring clients who are serious about their health and safety, we have launched an initiative which will enable our clients to review and/or implement the necessary Health and Safety measures in their organization in an affordable and monthly payable manner.

By selecting an option with our preferred supplier, your Health and Safety expertise will be quoted, and payable monthly along with your insurance premium.

This often assists with contractual requirements and tender submissions, but takes the burden of bulk payments away from our clients.

Here is a brief breakdown of the services on offer:



Health and Safety Files compilation:
 Construction Safety Consulting
 Workplace safety
 Health and Safety Program – Responsibilities
 Identify Company Hazards

The Bouwen Takeover

In conjunction with our BOUWEN Engineering Training Academy, we have a program that we present to our broker partners, to train and upskill staff in engineering insurance, but most importantly, to spring clean our brokers' engineering risks.

The process is as follows:

1. CPD Training:

Staff are invited to partake in our IISA CPD accredited training. 3 hours training on Contractors All Risk and 3 hours training on Plant All Risk.



4. Visits:

Where there is a need for an assisted visit by one of our consultants, this is arranged and executed.



2. Product Specific Training:

BOUWEN's products are discussed, analyzed and compared to industry standard, to lay out the benefits to our brokers to change the traditional way of complex engineering insurance.

An online test is conducted, and a product specific certificate is issued to all participants.

3. Client workshop:

The current client needs are identified, and quotations and client presentations are compiled. These client presentations are further used to plug into the broker's record of advice as a factual document for the client to read. It includes an analysis of the client's industry, company structure, assets and contracts taken on.





Partnerships

Brokers:

Intermediary agreements are signed and regulatory fees and commission payable.

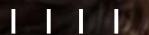
Broker have access on our web-based system to view policies, commission statements and report and follow claims amendments at any time.

Strategic Partnerships:

We acknowledge the fact that some existing service providers may identify the need to present our product and platform to their existing broker base.

We forge strategic partnerships with existing entities on an outsource basis for them to allow their broker partners to access our product and support services.

We are always available to discuss ways in which to forge these partnerships, please contact us for more information.



THE BOUWEN WAY

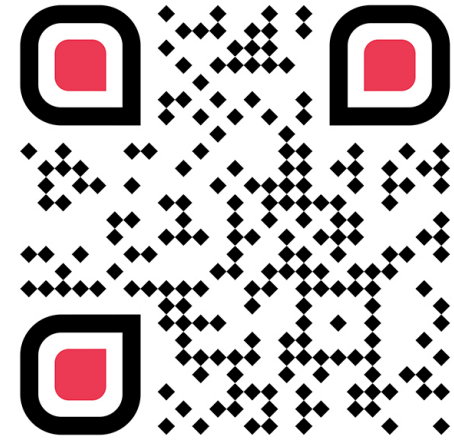
We trust that you are as excited as we are about our fresh approach to insurance and the care that we have taken to bring a workable alternative to you and your client.

Give us a call today to open an agency and unlock a world of happy construction clients.

Terms and Conditions Apply



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