



Value Added Services

BOND & SPECIALTY INSURANCE – CONSTRUCTION SERVICES

Teamed with our partner agents, Travelers is in the business of helping contractors succeed.

Travelers' clients have access to a suite of tools and resources specifically designed to help them keep their businesses at their very best.

Peer Group Analysis

With a database of over 5,000 clients, Travelers can provide expert insight into your client's business by taking an in-depth look at their company as it compares to a group of carefully selected peers. Our Peer Group Analysis provides a detailed performance analysis on more than three dozen measures that shows how their profitability stacks up to the competition, how balance sheets compare, revenue and margin trends, and so much more. It's not just numbers on a page. It is actionable industry intelligence that can help guide their business.

Legal & Business Support

Travelers offers legal & business support that can assist with a wide variety of issues facing your client. Our legal team can review contracts and bond forms for onerous terms and help negotiate changes. Our engineers can evaluate operations, systems, procedures, personnel and even specific projects. Our accounting team can evaluate financial practices, controls, procedures, and cost accounting systems.

Innovation

Travelers meets the needs of a changing marketplace by delivering innovative products and customized solutions. An example of that includes our Expedited Dispute Resolution (EDR) bond forms that were created to address contractors' frustrations with ILOC demands on projects.

Risk Mitigation Seminars

Travelers offers risk mitigation seminars to assist with a variety of issues, including project procurement and management. These seminars are customized presentations delivered in person by a Travelers claims attorney, you and your underwriter. During each seminar, we can review and discuss industry trends, subcontractor risk mitigation, relevant contract clauses, areas of risk, and provide examples of balanced contractual language.

Riskcontrol.com

Our risk control website provides instant access to an extensive portfolio of resources designed to help address the risk your client faces in today's competitive and ever-changing environment. One of the services available include our **Contract Review Matrix**, which helps clients review construction contracts by highlighting the standard contract provisions and linking them to explanations, examples and relevant case law.

White Papers & Keeping You Informed Articles

Travelers maintains a vast and comprehensive library of information on relevant industry topics, including managing contractual risk, Contractor Default Insurance, design/build projects, joint ventures, tribal contracts and long-term warranties, just to name a few.

Family Business Institute (FBI)

Travelers offers preferred access to FBI, a consulting firm that takes a unique, collaborative approach focusing on the balance of interpersonal, operational and financial issues of an organization. Services include: Performance Roundtables, succession planning, leadership development, estate planning, conflict resolution and Family Business University. Performance Roundtables are an exclusive gathering of 7-10 business executives from non-competing companies matched in terms of company size and trade. They provide members with an opportunity to learn from others' successes and failures and are widely accepted across the industry as an effective way for executives to improve how they manage their businesses.

travelersbond.com

Travelers Casualty and Surety Company of America and its property casualty affiliates. One Tower Square, Hartford, CT 06183

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