

Bellrock Service Offering

Risk Advisory & Insurance for Construction Professionals

Bellrock has assisted Construction Professionals manage risks specific to this sector since our inception in 2007. Our team of specialist advisors have a deep understanding of the risk landscape for construction professionals having worked solely in this specialty area for decades. Our methodology is tailored to the unique risk profile of each client. We work closely with you to understand potential liabilities and develop a strategic plan to manage and transfer this risk via insurance placement.

Our core range of services are outlined below:

<p style="text-align: center;">Insurance Programme Placement</p>	<p>Carina Bogaard & Simon Gray have been managing insurance programmes together for construction professionals including Architects, Engineers, Designers, PMs and Qs for over 17 years.</p> <p>Their industry specific knowledge enables them to provide market leading insurance advice.</p> <p>Bellrock provides a holistic insurance programme for clients including:</p> <ul style="list-style-type: none"> • Professional Indemnity insurance • D&C PI • Public liability insurance • Business, property, fleet insurance • D&O/Management Liability insurance • Cyber insurance <p>Bellrock has close relationships with insurers who will be motivated to partner with our clients. Our submissions to insurers and engagement with the market differentiate our clients from our competitors and deliver better outcomes.</p>
<p style="text-align: center;">Insurance Markets</p>	<p>Bellrock has unique access to insurers in the local and overseas markets, and Lloyd's. Bellrock only works with 1st tier insurers who provide broad policy wordings and have a proven history of claims management and payment excellence.</p>
<p style="text-align: center;">Risk management – contract reviews & Seminars</p>	<p>Bellrock's risk management programme is designed for construction professionals and includes:</p> <ul style="list-style-type: none"> • Contract reviews – in relation to key risk transfer issues in client drafted consultancy agreements – indemnities, hold harmless, Proportionate Liability waivers, caps on liability • Seminars and training program – seminars, webinars, in-house contract workshops
<p style="text-align: center;">Education</p>	<p>Education is part of Bellrock's DNA. Bellrock's monthly <i>Insight</i> emails, bi-annual Market Updates and Product Fundamentals series are designed to empower and inform our clients about the risks impacting their industry. Our library of articles and resources are highly regarded in the insurance market and our clients' business sectors.</p>

<p>Third Party Reviews – risk advisory done differently</p>	<p>In developing risk management strategies for our clients, we have achieved excellent outcomes by working with our panel of independent third-party experts. These experts are critical to the Bellrock methodology and are selected based on their ability to understand the industry/profession, maturity, strategy and objectives of the enterprise that is our client. Subject to your specific risk profile, Bellrock can facilitate the following third-party expert reviews for your business:</p> <p>Network security and Cyber risk assessment - Independent assessment performed by a cyber security expert to ensure cyber maturity and appropriate response and continuity plans.</p> <p>Contract risk and report writing assessment - Advising on contract risk management including principal and downstream contracts. Review includes advice on report writing including qualifications and reliance to support technical advice and opinion.</p> <p>Financial & Operational Health Check - Bellrock’s unique ‘Financial & Operational Scorecard’ - assists with discharge of directors’ duties, operational, compliance and employment obligations.</p> <p>ESG - Assess organisational vulnerabilities in the ESG landscape. Benchmark assessment against best practice and government frameworks.</p> <p>Worker’s Compensation - Undertake review of current premiums and review WIC classifications. Review current claims and negotiate appropriate reserves.</p> <p>Life & People Risk - Buy-sell, key-person, Life, TPD and group income protection insurance – make your business an employer of choice.</p>
<p>Client testimonials</p>	<p>Available on request.</p>

Your Bellrock service team



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Elite Broker Award Winner 2024
#1 Best Insurance Brokers in Australia

View the full Bellrock Risk Advisory & Claims Advocacy Team via the link [here](#).

About Bellrock

Bellrock exists to do risk “differently”. We offer risk advisory and advocacy services to complex risk-managed enterprise. Our Team are acknowledged as thought-leaders according to the industry, profession or exposure in which they specialise.

We are a trusted advisor to our clients, empowering them to prudently and cost effectively navigate risk. We offer peace of mind so that those we represent may carry on doing what they do best. Our Team is accessible, innovative and responsive.

Consistency of Service Team, security of tenure

Bellrock is 100 per cent owned by our directors and staff, including our employee share plan. We remain committed to maintaining ownership solely by the people who interact with our clients. This ensures a level of unparalleled consistency that only Bellrock can offer. Bellrock leads industry averages with our strong staff and client retention, providing the ideal foundations for long term partnerships which benefit all parties. We are a values-based organisation with a strong culture, defined by our people.

6500
POLICIES
PLACED BY
BELLROCK
IN FY2024

Specialists in complex, mid-market risk

Our Advisors work in partnership with clients who seek to be risk educated, eschewing the transactional approach taken by our competitors. We prioritise personalised service and consistency, performing the role of an outsourced risk manager.

The typical Bellrock client presents with complex risk, placement or claims issues. Our clients require sophisticated and highly technical risk analysis. To ensure our high standards of service are met, we choose to align ourselves with businesses whose insurance needs reflect our own areas of specialty and expertise. We do not take on new business which could compromise the high standards of service and responsiveness we uphold to our existing client portfolio.

\$140m
IN POLICY
PREMIUMS
PLACED BY
BELLROCK
EACH YEAR
ON AVERAGE

Our relationships with Insurers

We appreciate the challenges faced by insurers and work with them ethically and professionally. We select insurers based on their appropriateness and adequacy. We do not act as an agent of any insurer. We work with underwriters that understand our clients and their business objectives. We are acknowledged by many as being a genuine alternative to traditional international intermediaries. Our insurer relationships span Australia, Asia, the USA and the UK.

\$10b
PREMIUM
POOL
LEVERAGED
ACROSS
INSURANCE
MARKETS
WORLDWIDE

Our people

Bellrock advisors, advocates and support people (“our people”) are market leading insurance professionals. Our people have experience across a diverse range of industry disciplines including accounting, actuarial, claims, IT, legal, management, placement, reinsurance and client servicing. Our people have worked for global international intermediaries, insurers, reinsurers, law firms and third-party claims administrators.

Our claims expertise

In the event of a claim, Bellrock is your partner & advocate throughout the entire claims process. From notification right through to final payment, our experienced team of legal and insurance professionals manage the process for you, prioritising sound commercial outcomes and rapid resolution. We encourage and facilitate collaboration and communication amongst all parties to a claim. Our expertise in preparing technical claim submissions to address complex indemnity issues is evidenced by a proven track record of settling successful claims outcomes for our clients.

Claims are our 'shop window' and at Bellrock, we believe that payment of our clients' claims is a key performance indicator. Our clients' claims must be paid expeditiously and to the full extent of their entitlement under their policies.

The 'accepted' norm for intermediaries when it comes to claims is to act as a mailbox between the insured and insurer. The Bellrock difference is that our team are true advocates of our clients throughout the claims process.

Our reputation in placing risks which have been comprehensively arranged, in conjunction with a premier claims team, ensures underwriters understand our clients' businesses and their exposures and are challenged to resolve claims in the best interests of our clients.

When preparing loss reports and claims submissions for our customers, we undertake a comprehensive review of all relevant key facts and documentation and make observations on liability, quantum, indemnity and robust resolution strategies. Before we present these to insurers, we discuss strategy and potential outcomes with our clients. We do this so that strategy accords with our clients' commercial objectives.

We pride ourselves on adopting a conclusion driven approach to all notifications and claims, recognising that prolonged disputes rarely benefit our clients or insurers.

Bellrock's claims advocacy team is lead by Joe Hershewe. With a career in consulting, law, and multiple facets of the insurance industry spanning over 16 years, Joe brings a technical claims expertise to Bellrock focused on customers and good faith dealings with insurers and service providers. Joe has managed claims and litigation in Australia, New Zealand, USA, UK, and EU. Prior to a career in insurance in Australia, Joe served as an insurance defence lawyer in the US.



Joe Hershewe

Practice Leader, Claims

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[View Joe's full biography here](#)

Claims services

Bellrock's claims services include (where applicable):

- Reporting and monitoring of claims
- Professional and proactive management of claims, ensuring notifications are dealt with in a prompt, practical and equitable manner
- 24/7 emergency and disaster response for catastrophic claims – including coordinating experts (such as lawyers, loss adjusters and public relations professionals)
- Assistance in the negotiation of claims with insurers and their representatives such as with claims examiners, loss adjusters and lawyers, ensuring that the financial impact of claims are efficiently and effectively managed, minimised and reported professionally
- Claim audit reports on our clients' loss history, insurer, adjuster, law firm and third-party administrator services
- Ongoing advocacy, review, monitoring and reporting on legacy claims files
- Litigation management and support to assist litigation protocols, case management and reporting.

\$54.1m

IN CLAIMS CURRENTLY
MANAGED BY BELLROCK
CLAIMS TEAM

74

CLAIMS PER MONTH
SETTLED BY BELLROCK
CLAIMS TEAM ON AVERAGE

\$19.9m

IN CLAIMS PAID FOR
BELLROCK CLIENTS IN
THE LAST 12 MONTHS