

## Marsh's Education Practice

Marsh is deeply committed to the education industry. We currently represent over 1,500 higher education clients in the U.S. alone. Our national and global network of over 750 Marsh education professionals provides an unparalleled pool of expertise. Our full-time global Education Practice monitors the current trends within the industry from all perspectives – legal, finance, regulatory and insurance – to offer our clients globally-influenced guidance for their risk management strategy.

We stand ready to assist the complex needs of educational institutions and the challenges that impact the future of educational institutions, which can include:

- Web-related risk, i.e. hate mail, breach of security, and electronic stalking
- International studies and research abroad,
- Rising costs to support competing educational and administrative demands,
- Campus life quality issues, including substance abuse and campus violence,
- Increasing complexities in employment practices and human resources costs,
- Advances in technology and distance education, and
- Stiff competition for students and faculty.

In direct response to these challenges, Marsh's Education Practice provides the following services:

- Formulation of a risk management approach best suited to the individual educational institution
- Continuous exchange of the latest information on insurance market conditions and availability of coverages
- Guidance on appropriate insurance coverages for specific risks
- Customized service and product development, for example:
  - computer based training that offers an interactive educational opportunity in a variety of areas, and
  - surveys of best practices in risk management
- Monitoring trends to forecast needs and to develop innovative solutions to challenges facing higher education

## **Tradition of Innovation**

For decades, Marsh has been the leading developer of non-traditional, risk-handling mechanisms such as captives, pools, joint purchasing arrangements, risk retention groups and special excess liability insurance facilities. Our tradition of innovation means state-of-the-art coverages and programs, and lower costs for you.

Marsh helped to form United Educators Insurance Risk Retention Group, Inc., and School, College and University Underwriters, Ltd. (S.C.U.U.L.), two highly successful organizations that made D&O and Educators Legal Liability coverage affordable for educational institutions during the insurance crisis of the mid-1980s. We continue to partner with United Educators because of our commitment to the education community.

Our professionals are committed to the consortia approach for group funding or purchase of insurance and risk management services. We collaborate with several higher education associations to develop highly tailored programs in areas such as property, liability, workers' compensation, educators' legal liability, and pollution liability.

Examples of some of our group programs include:

- GENESIS – A group captive program which has been extremely successful in providing its member institutions (17 institutions in 11 states) with protection against a variety of loss exposures at very competitive costs;
- Educational and Institutional Insurance Administrators (EIIA) Program – Serviced by our Chicago professionals and providing a variety of consulting services to over 200 religious-based colleges and universities.
- MUSIC and IUCIC, risk retention groups with pooling arrangements including the majority of universities in the states of Michigan and Ohio, respectively.
- Workers' Compensation Self-Insured group program for both Upstate and Metro New York which has provided significant savings for over 30 institutions;
- IPHEC- A consortia of the 9 public higher education institutions in Illinois where we provide Crime, ELL, GL, and other ancillary placements
- WAICU- A group purchase program of private colleges in Wisconsin where we service all lines of coverage

## **National Transaction Dedicated Team**

Marsh is the only brokerage firm with transaction specialist dedicated to the education industry. This team of experts understands the need for stability in markets that are committed to your industry and provide the extensive coverage provisions mandated by an institution. They employ rigorous standards in the identification of primary and reinsurance markets to offer the broadest terms and conditions for our clients. This team supports both individual institution placements and our consortia programs. There are many best practices utilized by this team in their efforts to provide the broadest coverage by the most financially stable carrier.

Marsh is also the leader in new policy design. An example of this is United Educator's new Student Experimental Policy. Other examples include the creation of the first manuscripted and fully integrated risk policy for colleges and universities.

## **Higher Education Professional Organizations**

Marsh recognizes the value of professional organizations to which higher education risk managers and business, legal, and safety officers belong. We have long been involved in the national and regional activities of the University Risk Management and Insurance Association (URMIA), the National Association of College and Business Officers (NACUBO), the National Association of College and University Attorneys (NACUA), and the State Risk and Insurance Management Association (STRIMA). Our involvement includes financial support, attendance at conferences, and participation in programs, panels and advisory committees.

**Education Risk Solutions**

The Education Risk Consulting Practice has developed policies and procedures for assessing and benchmarking risk management practices specific to education and Higher Education. Some examples of these solutions include:

- The Campus Chemical Laboratory
- Contractors Working on Campus
- Student Organizations
- Campus Housing
- Special Events
- Vehicle Operations and Fleet Safety
- Study Abroad Programs
- Athletic and Recreational Activities
- Slips, Trips and Falls
- Students Using Power Tools
- Reducing Alcohol and Illicit Drug Use
- Society of Automotive Engineers Performance Car Competitions
- Pollution Prevention on Campus
- Campus Risk Management Committees
- Campus Youth Camps, Day Care Centers and Playgrounds
- Automatic External Defibrillators
- Meningitis Prevention