



Alternative Market - Public-Private Partnership

## Protecting the P3 relationship

Helping private concessionaires better manage allocated risk with public owners

Each development agreement between public owners and their developer/concessionaire holds unique risk management challenges. Public owners facing tight budgets and infrastructure delivery needs, search for the best value for the money for the life-cycle of an operations & maintenance concession. Every public-private partnership (P3) requires an O&M risk transfer approach that aligns with the requirements of the concession agreement and delivers best value for private operators/developers and their public owners.

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### Your success is important

At Munich Re Specialty Insurance, we understand that each P3 venture is unique. Our team will work closely with you to develop a comprehensive risk transfer strategy for allocated risk in commercial concession agreements for a wide variety in both transportation and social infrastructure. We draw on our years of experience and expertise in areas of public sector risk transfer, claims management, risk control, and actuarial analysis to assist in the development and implementation of P3 O&M risk management strategies.

### Supporting P3 success

With P3 strategies continually evolving, we develop custom risk solutions for single concessions and classes of concessions for operations and maintenance such as these:

- Affordable housing
- Bridges, roadways, toll authorities
- Charter schools
- Dormitories
- Fairgrounds
- Government building lease-backs
- Institutional food services
- Jail and prison operations and transport
- Parking lot operators
- Public recreation operations
- School busing operations
- Stadiums and arenas
- Tourist rail systems
- Towing and impoundment services
- Transit authorities
- Waste and landfill operations
- Water treatment and distribution

## A team approach

Our professionals take a holistic approach by assessing a client's situation across the whole value chain and share our expertise through these unique, value-added service offerings.

## Quality services add value

### Negotiation Skills Training

Our "Negotiating Skills and Techniques" workshop provides in-depth analysis of the claims negotiation process by examining a variety of techniques, strategies, and negotiation psychology.

### Monitoring Developing Exposures

As a leading reinsurer, our claims consultants are valuable resources to clients looking for the latest information on developing exposures from diverse perspectives.

## Risk Control Oversight

Identify, prevent, and mitigate the impact of risk with services that include loss control assessments, causal analysis, trend analysis, training, assistance in loss control programs, work site assessment, and selecting third-party specialty consultants.

### Dynamic Retention Analysis

Working with your data, we are able to evaluate various levels and layers of retained risk and recommend the most efficient and effective programs for your organization.

## Lines of business/coverages

- Automobile liability
- General liability
- Completed operations liability
- Employee benefits liability
- Law enforcement liability
- Professional liability
- Property including equipment breakdown and crime
- Workers compensation/  
Employer's liability
- Clash and aggregate stop loss

## Insurance and reinsurance solutions

- Public entities
- Schools
- Religious organizations
- Public-private partnerships
- Native American tribal organizations
- Transit

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