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I'm delighted to share my thoughts regarding DPRCG (Design Professionals Risk Control Group) and AXA XL as I believe it's important for professional A&E firms to understand the tangible value these two organizations bring to practices like ours. Working with both groups has strengthened our firm's efforts toward emphasizing risk management as an integral part of our culture and our practice operations. The value we derive from our relationship with DPRCG and AXA XL is manifested through their risk management support/education and the economic value they offer beyond their competition.

The most rewarding risk management venue DPRCG offers is their annual Convocation. I look forward to the claim exposés presented each year when the history of a project claim is presented by an A/E principal and their legal counsel. The exposé details the reasons why the claim occurred, the risk avoidance techniques employed (or lack thereof) during the project, and the resulting outcome. I really believe everyone sits in the audience and recognizes it could very well be them standing at the podium with similar experiences to share. The claim exposés are "must see" learning opportunities.

Additionally, the breakout sessions offered at the Convocation are delivered by peers on timely topics relevant to troublesome practice issues we all encounter to some degree. I take away something from most every session and return to the office and share my insights with my colleagues. By discussing the content with our management team, it heightens our sensitivity to those risk issues we need to continually address.



Jon Holzheimer
Former Chief Operating Officer
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To date, we've found no one comes close to producing the educational support resources AXA XL offers. Their *Contract eGuide for Design Professionals* has been an exceedingly useful resource tool over the years offering guidelines to assist during contract negotiations. We reference the *Contract eGuide* to gain a better understanding of onerous contract language which in turn allows us to better educate our clients to the rationale behind our concerns, and furthermore offer alternative language. With respect to specific issues we've not previously encountered, the *Contract eGuide* has provided a foundation for developing contract provisions in connection with particular services.

From an economic perspective, we have always found AXA XL's annual premiums to be competitive in the professional insurance marketplace. Like most firms, we periodically check market rates and risk management/educational programs offered by other companies. AXA XL's education programs provide an opportunity to present timely risk issues to our firm's senior officers, and elicit dialogue regarding implementation to our practice. As an added – and not insignificant – financial benefit to the firm, we receive a credit off our annual premium when we take advantage of their education program on an annual basis.

As a partner with our firm, AXA XL requests "early-on" involvement with project disputes which may have the potential to grow into formal claims against our firm. In these instances, AXA XL opens a Loss Prevention File, and absorbs all attorney expenses prior to the file becoming a formal claim should that occur. We take advantage of this program to gain invaluable legal counsel in the early stages of disputes.

We find comfort in knowing that we partner with experienced professionals on our risk management program. As one of AXA XL's policyholders, we take advantage of the fruits of their labor to research the root cause of claims, seek the best overall outcome for claims and develop practical education programs to help us meet our goals for continuous improvement to our practice. Not every firm is eligible to join DPRCG, however should you have the opportunity to become a member, I recommend you give it serious consideration.

Founded in 1988, DPRCG's members include some of the most recognized names in the design industry. The objective is simple: to improve practice and risk management by sharing information, ideas and advice. DPRCG members also have the opportunity to collaborate to develop new programs and initiatives to keep the group ahead of industry trends.

To learn more about Design Professionals Risk Control Group (DPRCG), please contact DPRCG@axaxl.com.