

## CONTRACTUAL ADVICE



### THE ISSUE

Having the best-qualified broker to assist your organisation in formulating well-worded indemnity and insurance provisions can be critical in limiting, and where possible, transferring your exposures. Without the right contractual advice, you could expose your organisation unnecessarily to operational risk (e.g. delaying an aircraft delivery). You could also be exposed to insurance programme risk (e.g. the wrong advice exposing your insurance programme to losses). Finally, there is potential balance sheet risk (e.g. in the worst case scenario, poor advice could subject your organisation to liabilities from uninsured losses, putting your bottom line at risk).

### OUR SOLUTION

Marsh has assembled one of the largest and most experienced aviation insurance contract advisory teams in the world. Our contract advisory team can provide you with a range of services:

- **Contractual review and advice:** We will always focus specifically on optimising a contract's insurance and indemnity language in relation to your current level of coverage and the scope of the contract.
- **Benchmarking against industry standards:** Given the high volume of contracts we review each year, we can provide you with useful anonymised general insight into aviation industry norms, technical insurance industry initiatives, and overall best practices.
- **Advocacy:** At your request, Marsh can act as your advocate to clarify contractual issues with other parties, such as finance companies, aircraft operators, manufacturers, airport service providers, etc.
- **Insurance review:** We can also review on your behalf certificates of insurance received from third parties (depending on the projected volume of certificates and contracts to be checked, there may be an additional fee for this service).

- On-sight/London-based technical training:** Should you find it useful, we can prepare and deliver presentations to your team regarding aviation insurance contractual issues.
- Certificate issuance:** When a contract is finalised, it may well require the issuance of a certificate of insurance. Our contract advisory team issues approximately 20,000 certificates per year and will be happy to provide assistance.

## BENEFITS

BENEFIT TO YOU	DESCRIPTION
A deeper understanding of your contractual issues:	Our contract advisory team reviews more than 4,000 contracts each year. With diverse backgrounds, including underwriting, broking, claims handling, legal and risk management, we provide you with a wealth of contractual expertise as a dedicated specialist resource.
A broader perspective:	As Marsh is one of the world's largest aviation insurance brokers, our global portfolio of clients includes numerous airlines, general aviation operations, airports, airport service providers, manufacturers, and lease/finance companies. So you benefit from our vast experience in handling a broad variety of contractual scenarios.
Better results:	Marsh will act as your advocate to clarify contractual issues with other parties. So you can benefit from our team's longstanding relationships with finance companies, aircraft operators, manufacturers, and airport service providers, as well as lawyers and underwriters.

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The information contained herein is based on sources we believe reliable and should be understood to be general risk management and insurance information only. The information is not intended to be taken as advice with respect to any individual situation and cannot be relied upon as such.

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