



Percipient Resources, inc.

INSURANCE CONSULTING

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Broad Insurance Industry Operational Experience

- Executive Officer of nationally / internationally ranked insurance brokers
- Managed and handled a variety of international, national, and middle market accounts
- Self Insurance/Alternative Risk Transfer Vehicles
- Foreign Placements
- Managing General Agents/Wholesale Brokerage
- Third Party Claims Administrators (TPA's)
- Insurance Underwriting
- Litigation/Claim Management
- Technical Services/Loss Control/Actuarial/Risk Management Consulting
- Insurer Solvency/Market Security
- Finance and Accounting
- Mergers & Acquisitions
- Insurance Sales
- Client Service Standards
- Technology Infrastructure
- Human Resource Management
- Insurer/Broker Relationship Management

Broad Coverage Experience

- Employee Benefits (qualified and non-qualified)/ Group Life, Health, and Worksite Benefits
- Life Insurance and Annuities
- D&O/Employment Practices Liability/Fiduciary/Crime
- Property: Business Interruption/Boiler & Machinery/Inland & Ocean Marine/Builders Risk/Crime
- Casualty: General Liability/Professional Liability/Workers Compensation/Umbrella/Excess
- Captives/Self Insurance/Large Retention/Integrated Risk

Broad Insurance Legal Experience

- Senior Brokerage Litigation Management Counsel
- At various times served as Regulatory Counsel, M&A Counsel, and Employment Counsel
- Hired/managed General Counsel and staff attorneys
- Hired/managed expert witnesses
- Managed hundreds of cases (domestic and international) with exposures exceeding \$10 billion
- Coauthored dozens of dispositive motions, briefs, and appeals
- Participated in dozens of alternative dispute resolution processes
- Acted as chief regulatory counsel before federal and state regulators, including Congress

Broad Customer Industry Experience

- Construction
- Energy
- Transportation
- Manufacturing
- Financial Institutions
- Health Care
- Public Entity/Not For Profit
- Technology