

# How Technology and Insurance are Shaping Construction Risk Management

[Live Panel]

*Moderated by* Kyle McGee

Autodesk Construction Solutions  
Strategic Partnerships Manager



## About the moderator

### **Kyle McGee**

ACS Strategic Partnerships Manager

Produces and manages synergistic partnerships between ACS's technology offerings and Construction Insurance Brokers and Carriers.

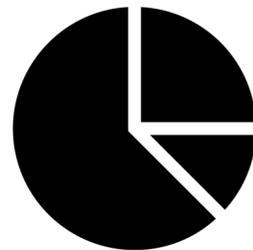
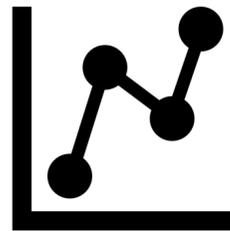
Kyle has collected experience across Corporate Finance, SaaS Technology Sales, and Construction Risk Management software throughout his career.

# A view into what we'll be discussing today

The construction industry is changing quickly with technology leading the charge.



Highly strategic, data informed decisions are leading to proactively reduced unforeseen project changes.

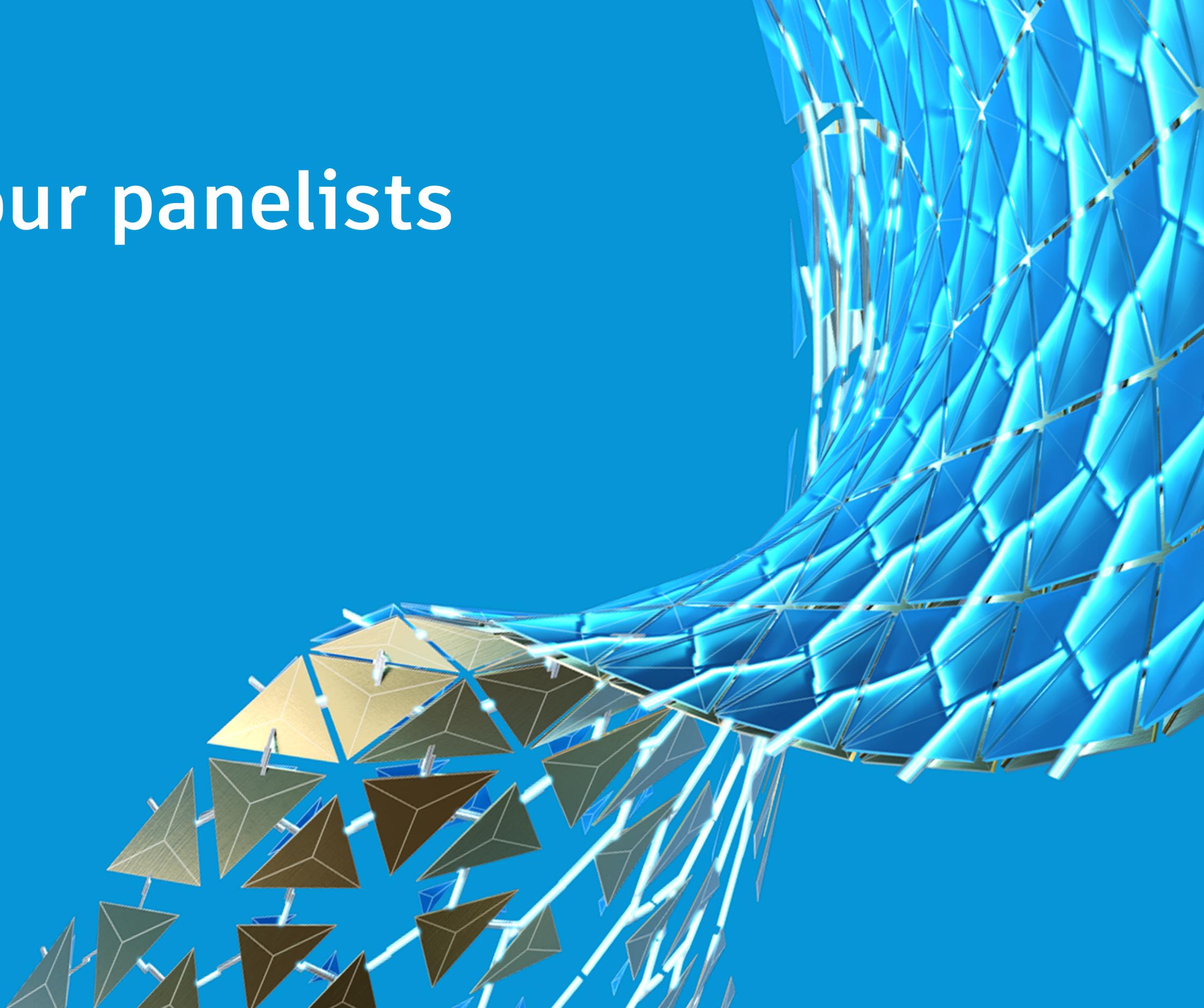


The pairing of technology and insurance products is bringing new and impactful advantages to risk strategy.

Increased investment in good subcontractor qualification practices, risk mitigation planning, site safety, and project incident prioritization.

*Panelists from the **technology, construction, and insurance** industries will discuss the world of construction risk management and its future.*

Let's meet our panelists





# Rose Hall

Strategic Operations Manager, Risk Engineering

**AXA XL Insurance**

Joined the insurance industry by way of construction risk management. A problem-solver and consultant for her clients and colleagues, Hall's breadth of experience ranges from engineering, construction and expert witnessing to risk management and insurance.

By leveraging her diverse experiences, knowledge and skill set, she helps customers solve risk problems and improve their businesses. She serves as an ambassador and spokesperson for AXA XL, presenting at industry events and participating in networking and educational organizations, including leadership and advisory board roles with the International Risk Management Institute, The CLM and ClaimsXchange.

She is also a mentor, which she considers "an immensely rewarding opportunity to empower others and advocate for their success in personal and professional settings."



# TC Neuhs

## Director of Financial Operations & Purchasing **Urban Atelier Group**

Leads his team in identifying and developing successful subcontractor and schedule requirements and quality expectations. From the pre-construction and bidding phase to contract negotiation and execution, he ensures the right subcontractors are recommended and selected for each project, utilizing his previous experience successfully managing the procurement of more than \$600MM in construction services.

Manages the UAG Subcontractor Prequalification process, which includes the financial underwriting of each subcontract and the employment of various risk management strategies to ensure subcontractor performance meets the demands of each project and client. Reviews and manages Subcontractor insurance policies for conformance with project-specific requirements or conditions, CCIP, OCIP, or conventional insurance programs.

With previous experience at a national development firm, he fully understands the client's needs and expectations for developing a successful project from the inception, allowing him to best consider and evaluate risk, financial stability and previous experience for the most favorable outcomes for all parties.



# Zac Hays

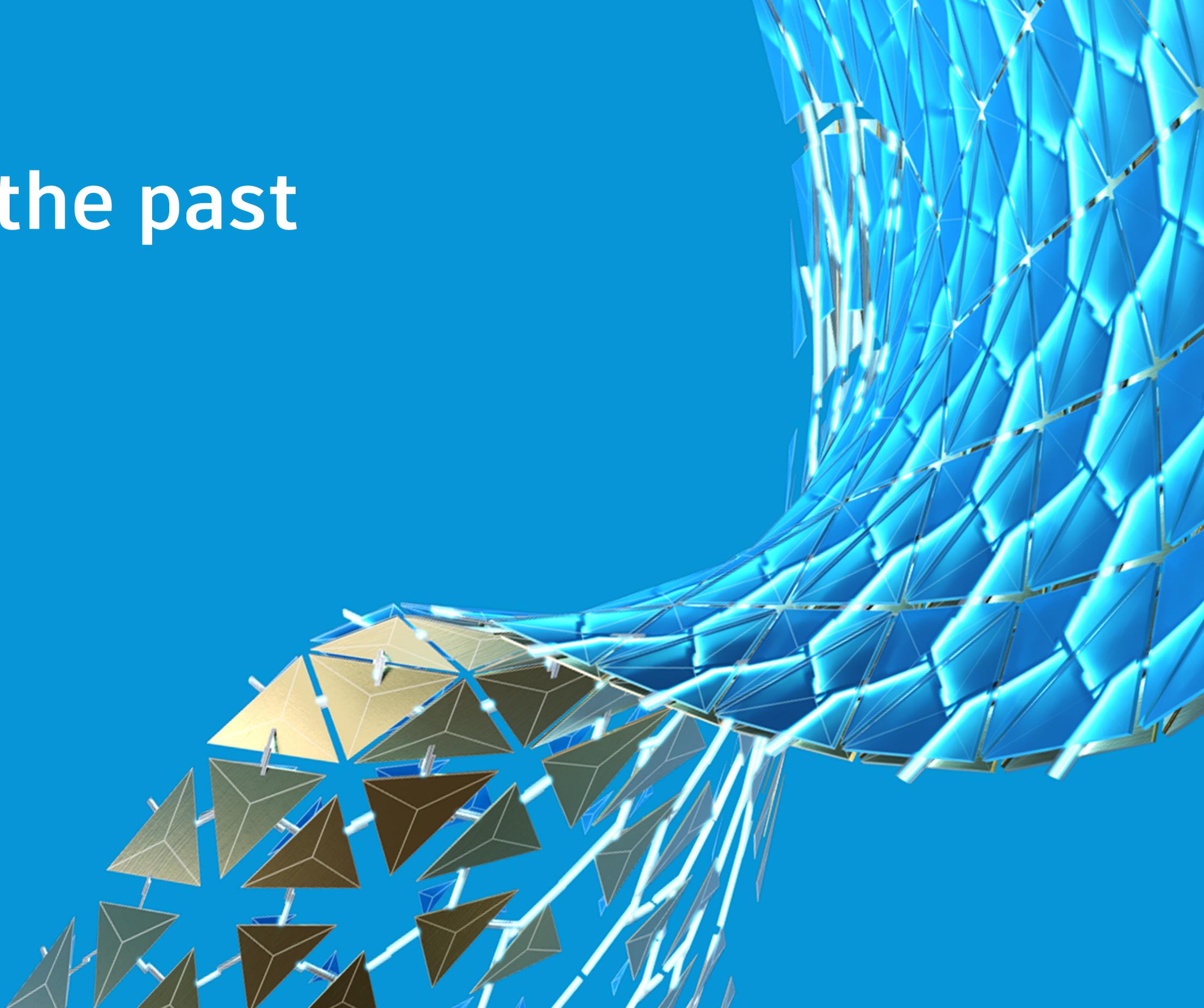
Director, Product Development for Preconstruction

## Autodesk Construction Solutions

Leads product design and development for Autodesk's construction bidding, risk, & intelligence products. As a member of the Construction Solutions R&D Board, he also helps with the strategy and development of the entire Autodesk Construction Cloud portfolio.

Zac came to Autodesk through the 2019 acquisition of BuildingConnected, where he spent four years as VP of Product. Zac has over 15 years of experience in product development at startups and large tech companies including Microsoft, Nokia, and TiVo. He holds a bachelor's degree in Computer Science from UC San Diego and gets to enjoy living and working in San Francisco with his wife and two young daughters.

*A view into the past*



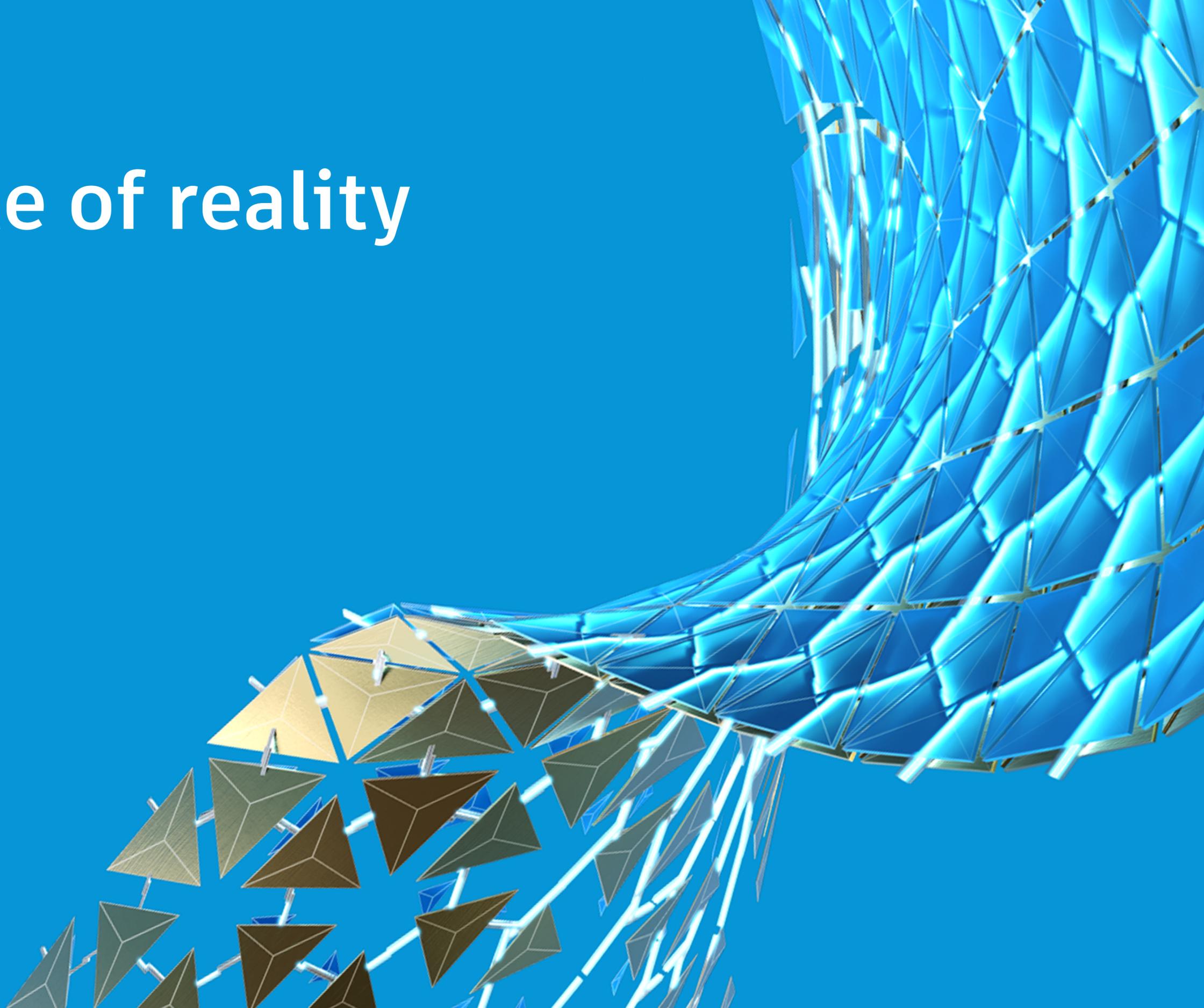


How would you paint a picture  
of risk management practices  
***10 years ago?***

What did a typical insurance product portfolio look like **10 years ago**?



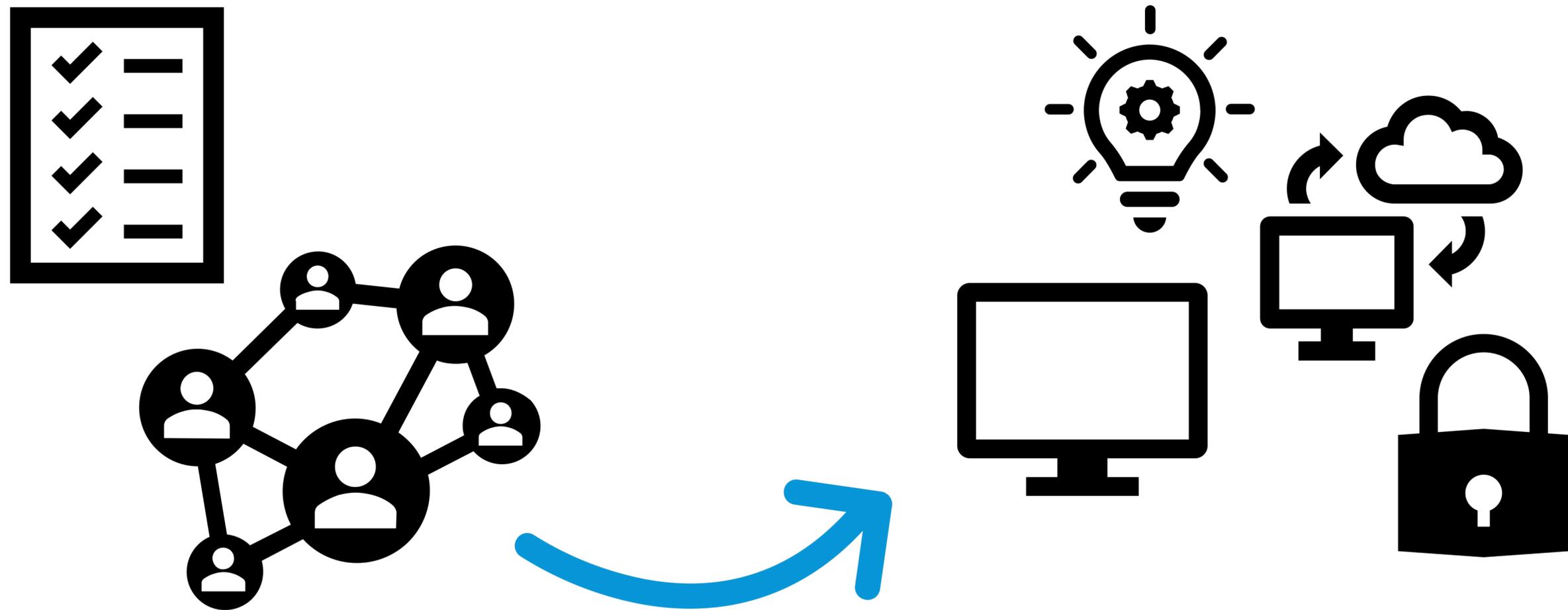
Current state of reality



# The environment is shifting

**Projects have become increasingly complex and more risk prone**

**The market must keep up by focusing on pairing technology and insurance**



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How expansive is the construction technology market today?

Which of those technologies help to prevent and reduce risk?

How have  
construction  
insurance  
products advanced  
to meet the  
industries needs  
today?





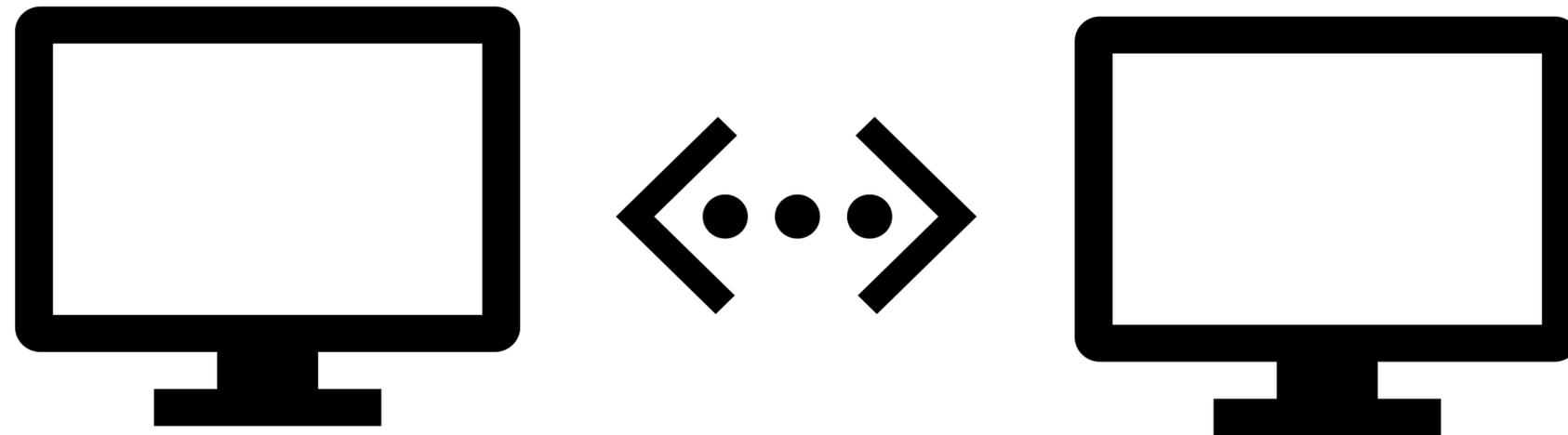
How have insurance carriers and brokers partnered with technology providers to enhance value to mutual clients?

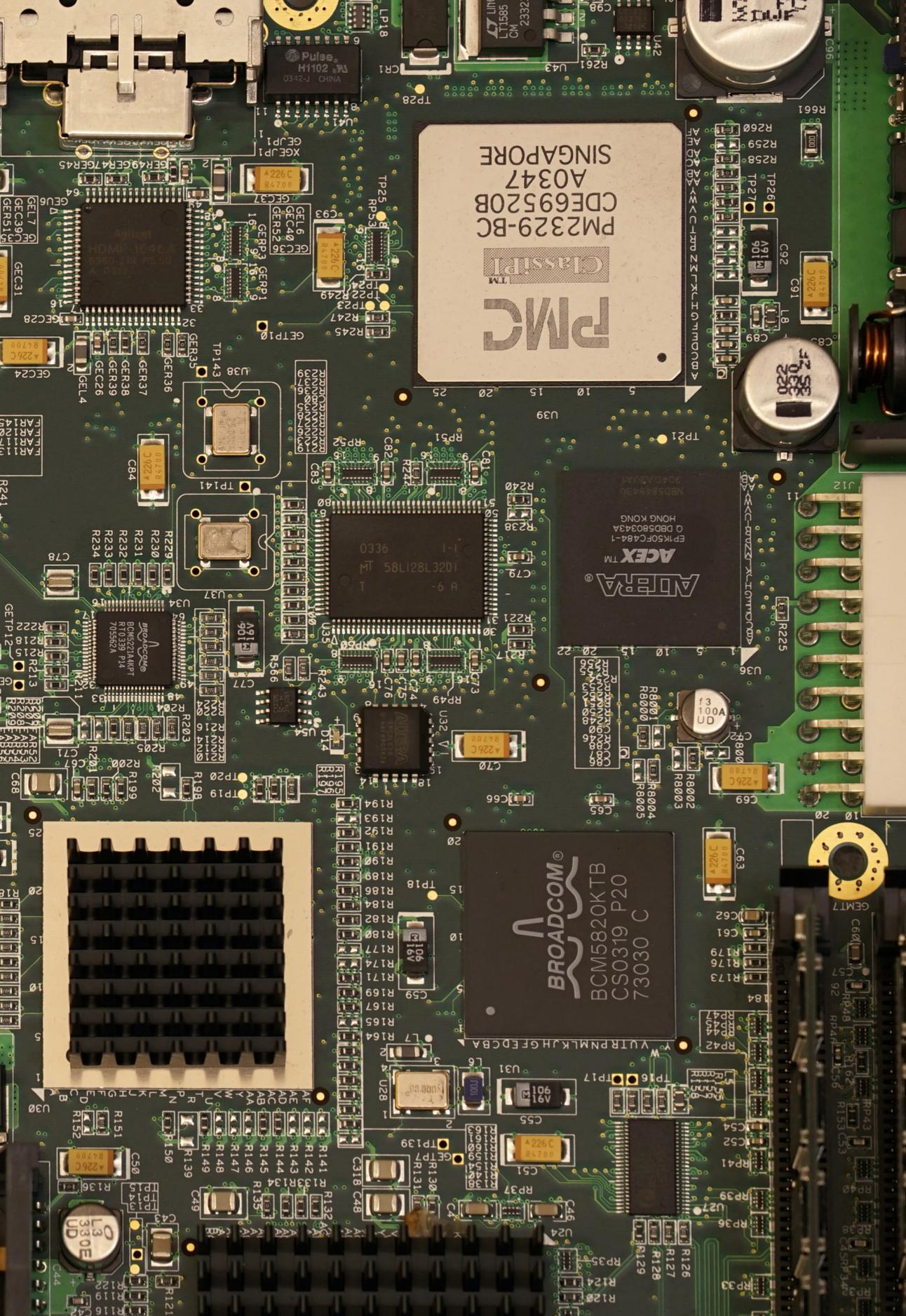
What technologies and insurance products have you adopted and implemented to keep pace with project demands?



# The importance of modernization

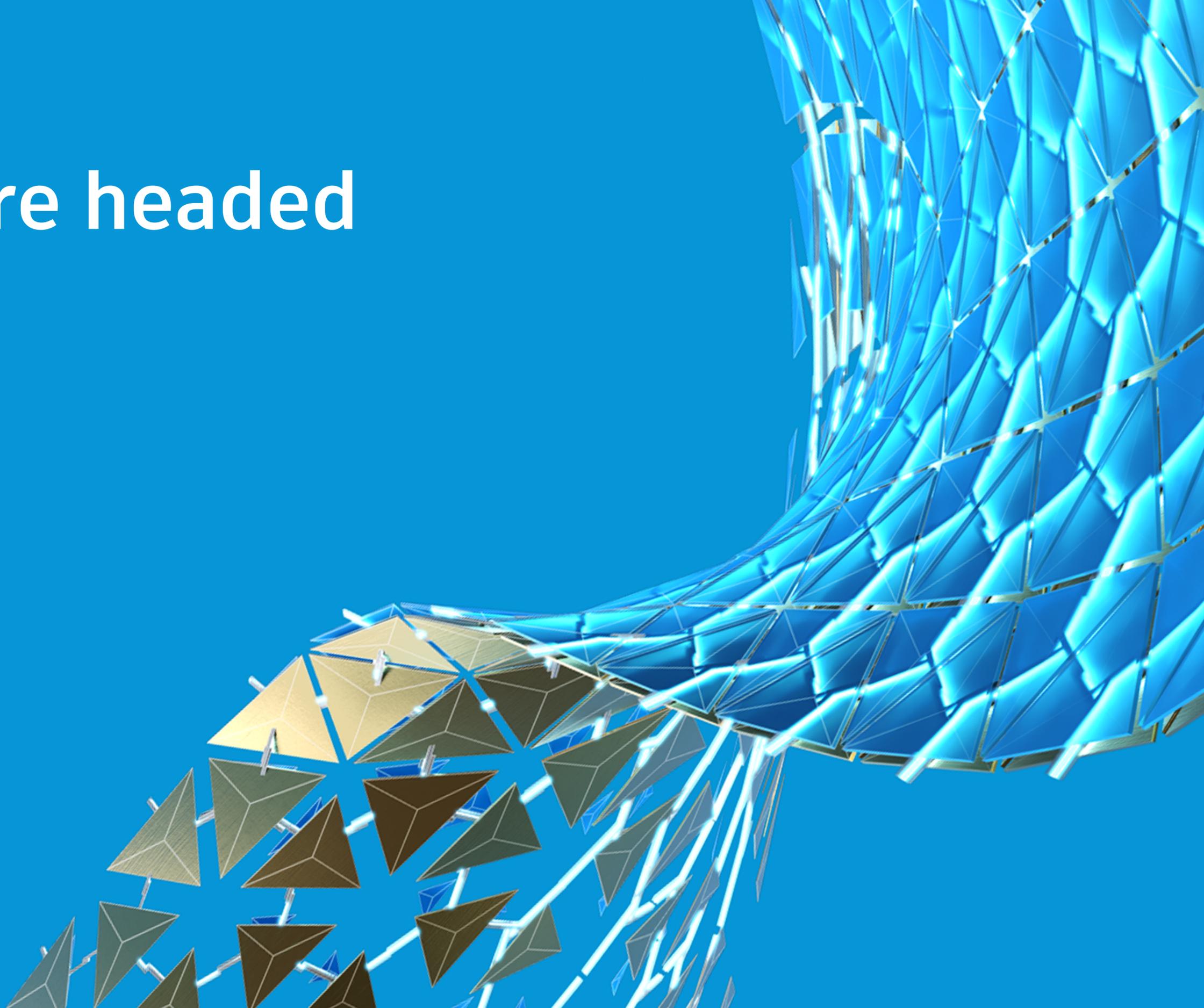
**Legacy tools and processes can hold you back from taking on more complex work and more strategic insurance tools**





How would you describe  
a best in class Tech Stack  
+ Insurance Portfolio for  
your modern General  
Contractor?

Where we are headed



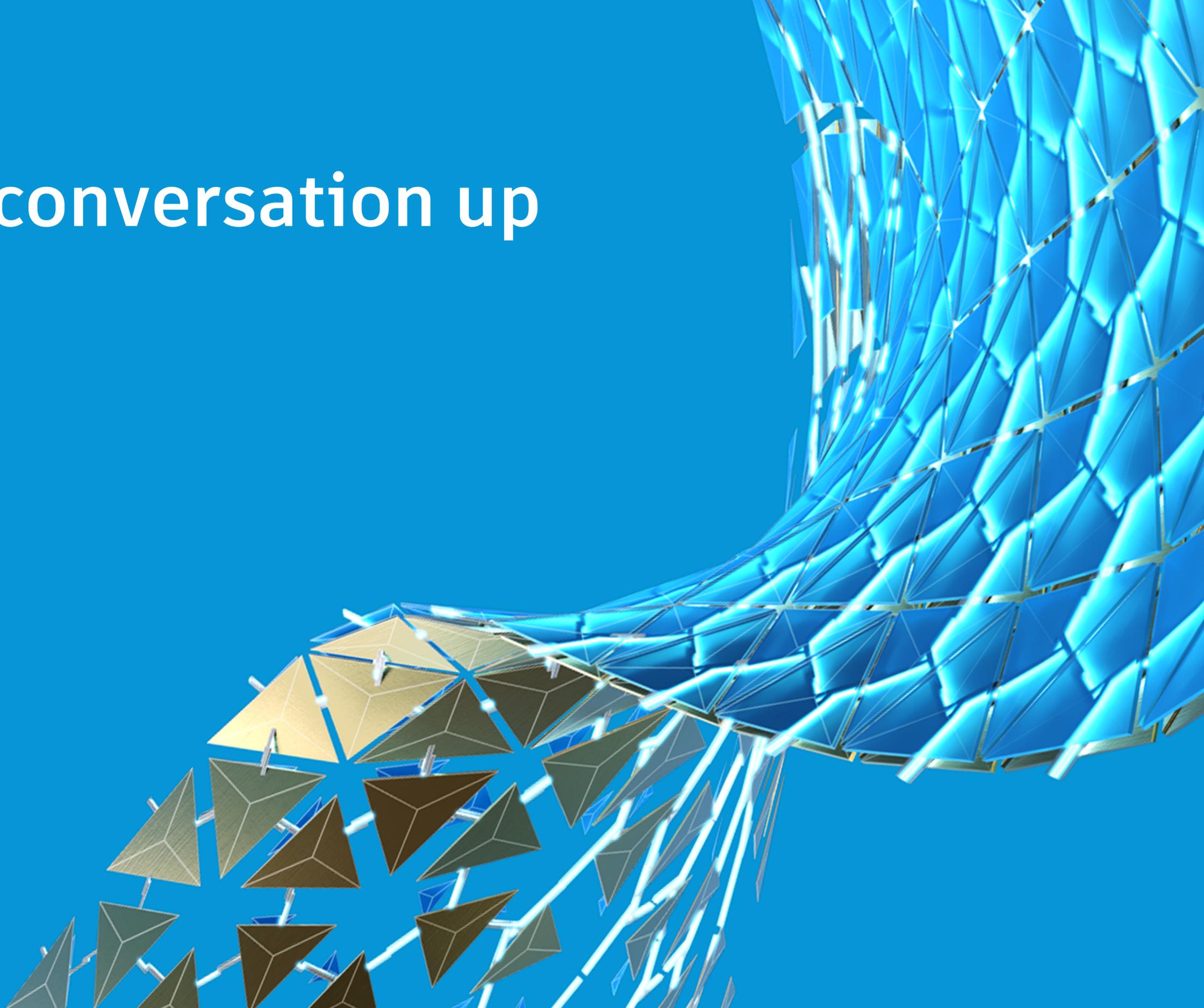
A low-angle photograph of a tall building under construction. The building's steel framework is visible, with a large crane extending from the top. The sky is a mix of orange and blue, suggesting a sunset or sunrise. The text is overlaid on the left side of the image.

How will both Tech and Insurance providers leverage data to bring the next revolution to construction risk management?

How will these future solution sets help ensure project success?



To wrap this conversation up



## The ecosystem has changed & it is adopting technology

- How can technology and insurance products help my business?
- How can I implement technology to my workflows?
- How can I optimize technological workflows to fit my specific needs?



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