

GOVERNMENT CONTRACTORS

CUSTOMIZED SOLUTIONS THAT CONTROL RISK IN A COMPLEX,
HIGHLY REGULATED ENVIRONMENT



Government contractors encounter typical risk management issues most businesses face but must also navigate unique risks associated with conducting business within a challenging, highly regulated environment. Partnering with a team dedicated to the government contracting space becomes critical, as rapidly changing rules and regulations continue to affect business operations and risk profiles. BRP's MiddleMarket group has a proven track record designing specialized insurance coverage within this complex business environment to help keep you compliant and protected.

HOW IS OUR APPROACH DIFFERENT?

Our government contracting team is dedicated to understanding your business and the space in which you operate to develop risk management strategies that address the unique exposures and scale with the rapid growth government contractors often experience. The Middle Market team of in-house compliance specialists works closely with clients, helping them properly navigate the compliance landscape and avoid any penalties. We maintain open, continuous communication with our clients and are committed to ensuring you work with the same core team throughout the years – enabling them to proactively manage your risk and insurance strategy and understand changes in your business.

AREAS OF EXPERTISE

- Property & Casualty
- Workers Compensation
- Management Liability (D&O & EPLI)
- Errors and Omissions Liability
- Cyber Risk
- International Coverage
- Employee Benefits
- Davis Bacon Act Compliance
- 401k Services
- Kidnap and Ransom
- Emergency Evacuation Insurance
- Contract Review
- Mergers and Acquisitions
- Regulatory Compliance
- Incident and Claims Management



PUTTING OUR CLIENTS FIRST

BRP's MiddleMarket group has the experience, respect of the market, and dedication to high-quality service to offer a unique and valuable approach to managing and transferring risk in the government contracting space.

Here are some key areas where we help our clients:

Renewal Strategy	Building a renewal strategy is an ongoing process throughout the year. We will continually identify new exposures to loss, as well as recommend and implement risk mitigation, risk control, and risk transfer processes. This allows us to understand the entirety of your risk profile and, coupled with our expertise understanding the nuanced, evolving nature of government contracting, helps us establish the proper narrative to present your organization in the best light to underwriters.
Defense Base Act (DBA)	Government contractors that have workers overseas must comply with the DBA by providing employees disability, medical, and death benefits. Failure to obtain this policy can come with harsh repercussions, including fines and loss of contract. Our online bidding process provides the most transparent, fair, and competitive environment for the procurement of DBA and related insurance coverage.
International Coverage	Our global reach is your benefit. We are licensed to serve the needs of government contractors in every U.S. jurisdiction and around the globe. And, as a Worldwide Broker Network partner, we can help clients with cross-border collaboration for property, casualty, and employee benefits.
Cyber Risk	Organizations are becoming increasingly vulnerable to cyberattacks as they adopt more advanced technologies and information management systems. With the relentless rise in cybercrimes, we partner with clients to build risk mitigation strategies to identify exposures around networked processing systems, confidential information, and cyber trends, so we can place the most effective cyber insurance coverage to fit your needs.
Risk Management Strategy	We develop your risk management strategy to scale with your organization as it grows to meet contractual obligations. Mitigating your risk begins with a review of existing programs to identify any gaps or overlaps in coverage, as well as contract and scope of work statement reviews to address potential liabilities. Working with your staff, we help train them to negotiate contracts, anticipate and develop costs for various areas of risk, and help break down silos among various internal groups to build comprehensive risk committees.
Wrap Rate Management	A competitive wrap rate is the cornerstone of any profitable government contracting business and is a significant advantage in a competitive contracting market. Having the ability to consistently offer competitive prices translates to operational efficiency, long-term sustainability, and more contracts. Our team has the expertise to help you contain fringe benefit costs, which translates to a lower wrap rate. And we have the expertise to reevaluate fringe costs, so that they are optimized to your company's needs. Our connections in and knowledge of the insurance marketplace enables us to help you trim expenses, wherever possible, while still helping you build benefits packages that attract top talent.

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