



INSURANCE

MADE SIMPLE



020 8588 9880 | enquiries@pmjlimited.com | www.pmjlimited.com

Mission Statement

“To deliver service excellence and specialist advice to all PMJ clients.
Upholding our core values of professionalism, integrity and expertise in everything we do.”



WHO ARE PMJ?

PMJ is a specialist construction insurance broker, established to refocus on a personal broker/client relationship. We are dedicated to the provision of specialist, professional advice and arranging bespoke insurance portfolios for our clients. Our team of insurance professionals will be on hand to discuss your requirements and guide you through the complexities of a wide range of insurance products.

Through a detailed understanding of your company's needs, PMJ guarantee to protect your business interests through a range of well-designed insurance products. With specialist knowledge in all aspects of construction insurance, we have the necessary skills and market presence to design a bespoke portfolio, offering your company the best possible coverage at the most competitive premium.

Construction Insurance



PMJ's strength is built on an extensive knowledge of the construction insurance market and arranging complex insurance portfolios for a range of main contractors, specialist sub-contractors and the wider construction supply chain. PMJ are ideally placed to work with you to improve your policy coverage whilst reducing the overall cost.

At PMJ, we have an extensive knowledge of the products available to the construction market and have developed excellent relationships amongst insurers, allowing us to bring the very best product solutions to you.

Our team of experts will simplify the complexities of policy coverage and work with you closely to ensure that your risks are fully understood and protected within the programme. The team at PMJ have an in depth and up to date understanding of the various contract conditions that will invariably impact upon your requirements.

By working closely with you, PMJ will ensure that coverage is not just reactive and relevant to you, but also cost effective and streamlined to your specific requirements.

At PMJ we have an in depth understanding of the following covers;

- > Combined Liability
(Employers & Public Liability)
- > Contractors' "All Risks"
- > Professional Indemnity
- > Non Negligence/6.5.1.
- > Specific Project Insurance
- > Buildings Under Construction
- > Renovations
- > Tradesman Insurance
- > Self Build
- > Contract Bonds
- > New Building Warranties/ Latent Defects.

Our Approach

Through our experience of placing complex risks. The team at PMJ have developed a detailed approach to collating information and broking to the insurance market.

PMJ understand that when it comes to insurance and indeed construction in general, prevention is better than cure. Whilst insurance cover offers a financial protection against the direct elements of a claim, there are many other indirect factors which contribute to the total cost of a claim. Such costs include;

- > Lost management time
- > Delays in construction
- > Fines
- > Loss of contracts
- > Solicitors and consultant fees
- > Loss of business reputation
- > Sick pay/additional overtime/temporary labour
- > Increased insurance premiums

To help minimise losses amongst clients and improve claims performance, PMJ will take the time to understand the health and safety culture within the business. We can offer;

>> A desktop review of your health and safety procedures; we will meet with your designated health and safety representative to produce a report for you which can be shared with relevant insurers.

>> A series of site audits focusing on health and safety and insurance risks; In conjunction with the desk top review, we will visit a

chosen site(s) to evaluate how the operational philosophy to health and safety is implemented on site. Again, we will produce a report for you and relevant insurers.

>> Advice on contract conditions, drafting and re-wording insurance clauses in collateral warranties or other legal contracts; Our advice will ensure back to back cover is in place and ensure that contractual exposures do not exceed what is covered with your policy arrangements.

>> Toolbox talks for your site managers and other key personnel involved in technical supervision; We will summarise your main covers to increase awareness of what is and isn't covered, outlining the responsibilities and restrictions contained within the various wordings.

Benefits to you

By investing the time to understand the culture and practices of your company, PMJ will ensure that you are fully protected by the range of products that we offer. Each service enhances the level of communication within your company, helping mitigate exposures at all levels.

In addition, we can create an extensive risk profile with insurers, highlighting good practices and ensuring that you are viewed in the most favourable light. This in turn will drive down premiums and create a more sustainable pricing structure for all future renewals.

Bonds

In times of economic uncertainty clients will look for additional guarantees to ensure the performance of a contractor and the fulfilment of the various obligations as set out in the contract. Providing these guarantees will afford financial reassurance to your clients and can often be the difference between being awarded the contract or not.

Benefits of Using PMJ

At PMJ we have a thorough understanding of the bond market, specialist bond wordings and what is required to ensure that bonding is available to you. We will work with you and surety providers to agree facilities and limits that allow you to tender with certainty.

Types of Bonds



Performance Bonds



Retention Bonds



Road & Sewer Bonds



Advance Payment Bonds



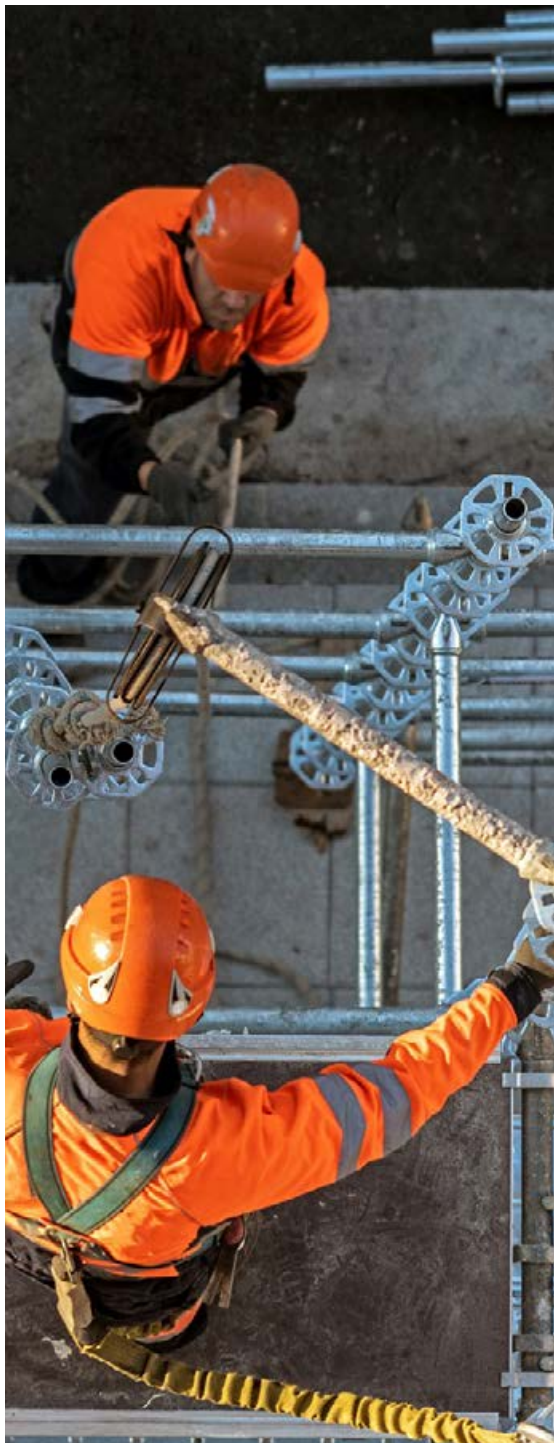
Bid Bonds



Reinstatement/
Environmental
Agency Bonds

Other bonds also provided

New Building Warranties



Building warranties are specialist insurance products that provide financial protection against inherent defects in a building, outside of the standard maintenance period imposed on to the contractor or developer.

Whilst not compulsory, new building warranties are generally a requirement for mortgage lenders and financiers. Moreover, there is usually a requirement that providers are affiliated with the Council of Mortgage Lenders (CML) ensuring the quality of coverage in place.

Benefits of using PMJ

PMJ are experienced in the sourcing and placement of new building warranties and will work with you to quickly identify the most suitable products. Once your project is complete, we will work with mortgage lenders to ensure that all the relevant contract conditions are met, ensuring the funding and future success of your development.

Trade Credit Insurance

Trade credit insurance covers your receivables due within 12 months, so that your cash flow is safeguarded. If you are worried about bad debts keeping your business from growing, trade credit insurance can provide peace of mind and cut the time managing your customer debts. It can also protect cash flow and receivables making your profit line more secure, demonstrate the strength of the business to your bank, auditors, or your investors.

Top Reasons to purchase Trade Credit Insurance

- > Protection: To quickly replace money lost through bad debt
- > Speed: It helps you make the right decisions more quickly, improving efficiency and ultimately profitability
- > Peace of Mind: Feel safe in the knowledge that your outstanding invoices are protected
- > Funding: We help in securing trade finance which improves banking relationships and access to finance
- > Profitability: Improve profitability by safely increasing your exposure to more customers
- competitiveness - It helps you remain competitive by enabling you to offer open credit when your competitors can't
- > Growth: It facilitates expansion with security and allows you to deal confidently with new clients and increase credit lines to existing ones
- > Information: You gain access to greater customer intelligence that leads to balanced risk decisions

- > Cash Flow: It complements and enhances existing credit control procedures to improve Days Sales Outstanding's
- > Confidence: It provides you with confidence to enter new markets, including overseas
- > Help in Securing Trade Finance - Banks and trade financiers are often more willing to provide trade finance, or may be prepared to offer more favourable lending terms to businesses with a credit insurance policy
- > Risk Avoidance and reduction of bad debt
- > Better trading relationships with your suppliers

Benefits of using PMJ

Here at PMJ Risk Solutions, we have access world leading providers of trade-related credit insurance solutions. We are here to help you respond to changing business environments and benefit from credit insurance. Whatever your size, from SME to multinational companies, PMJ Risk Solutions will be able to work with our providers to find the best solution, at the price that is right for you.



Get In Touch

PMJ Risk Solutions Ltd
1st Floor Interchange
Station Road
Croydon
CR0 2RD
0208 588 9880
enquiries@pmjlimited.com
www.pmjlimited.com

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PMJ Risk Solutions Ltd is Authorised and Regulated by the Financial Conduct Authority No: 911579

Not all of our services are regulated by the Financial Conduct Authority