

Insurance Risk Advisor of the Year Shortlist

- Aon
- INTECH Risk Management
- Marsh



Judges

- Nuria Haltiwanger** Chief Executive Officer, ACS Infrastructure Development (Head Judge)
- Gregory Hummel** Partner, Bryan Cave
- Nick Ivanoff** President, Louis Berger
- Alicia Lamboy** Lawyer, Goldman Antonetti & Córdova
- Luis Fernando Andrade Moreno** President, Agencia Nacional de Infraestructura
- Thomas Mulvihill** Managing Director, Head of Infrastructure, KeyBanc Capital Markets

GOLD AWARD Aon



Aon was the lead advisor for 70% of P3s procured in North America and nearly half of winning proposers in 2016/17. Its P3 center of excellence provides comprehensive risk, insurance, and performance security advice to clients through all stages of procurement. The Aon team is multidisciplinary, with backgrounds in engineering, finance, law, economics, corporate strategy, and public policy. This diverse background helps Aon fully appreciate the perspective of all stakeholders to ensure that there is an efficient and effective transfer of risk to the most appropriate party. As well as greenfield transactions, Aon is increasingly active in the secondary market, which enables it to show how insurance can drive value for money. As the judges noted, an advisor that can give the best value for money in order to lower the bidding price will generate profit to all the stakeholders. They were impressed by Aon's 'weather solution' to manage climate change, pointing out that such a tool is becoming increasingly important across the Americas. The judges also welcomed the firm's significant commitment to advancing the P3 model.