

KRAUS-ANDERSON ®

Together, we make the difference www.kainsurance.com/design

# **ARCHITECTS & ENGINEERS** PRACTICE GROUP

Just as design and engineering firms offer specialized services to their clients, Kraus-Anderson Insurance believes in providing a specialized service to design and engineering firms. Our tenured staff works exclusively with this segment of clients providing knowledge and service unparalleled in the industry.

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## **WE SPECIALIZE**

With a team of industry experts dedicated exclusively to the Architectural, Engineering and Design Industry.

# **WE ANALYZE**

In order to provide experienced consultancy and guidance to help you make smart risk management decisions.

## **WE INFORM**

Through formal educational trainings and informal discussions and service engagements.

# HOW WE SERVE YOU

# WE ADVOCATE

By working on your behalf in program development, high level claims support, and contract negotiations.

## **WE COMPETE**

To make sure your insurance program performs efficiently and effectively by continually evaluating the insurance landscape on your behalf.

# INNOVATIVE RISK SOLUTIONS FOR THE DESIGN & ENGINEERING COMMUNITY

We see tremendous opportunity in adhering to a specialized, client-focused service model. Through this commitment to ongoing investment in intellectual capital, we will position Kraus-Anderson Insurance as the vanguard of sophisticated and innovative risk management services delivered through a dedicated team of experienced and insightful risk professionals.

#### **PROFESSIONAL LIABILITY**

We work with premier Professional Liability Insurance carriers to provide market-leading options for insuring design and engineering exposures. It is critical to know the differences in coverage and to have confidence in the service you depend on in the event of a claim.

#### MANAGEMENT LIABILITY

Regardless of size, organizations are exposed to liability from management's actions and decisions. Directors & Officers, Employment Practices, Fiduciary Liability and Commercial Crime can help to protect against these significant risks of financial loss.

#### **PROPERTY & CASUALTY**

Through a targeted selection strategy, we are able to identify competitive carriers for a given risk, then work closely with them to develop a customized and sophisticated coverage program designed to respond effectively to a client's unique set of risks and insurance requirements.

#### CYBER RISK

Our focused, dedicated application of cutting edge cyber risk management techniques brings our clients a sense of clarity and control in a complex digital environment.

#### WORKERS COMPENSATION

While other brokers may say they do everything possible to control this mandated expense, most are limited in the scope of their services and the depth of their expertise. We offer a comprehensive, effective, and cost-efficient way to lower Workers' Compensation insurance costs.







#### **Brian Kampf**

Vice President, Architects & Engineers Practice

Brian Kampf possesses over 35 years of experience in the insurance industry. He is well versed in the handlings of National and large accounts, specialty risks, Professional Liability, and D&O.

### Kim South

### Account Executive

Kim South has more than 43 years in the insurance industry. Her insurance company background included Premium Audit, Commercial Rating and Underwriting. She has 29 years of agency experience dedicated to serving the insurance needs of Architects, Engineers and Environmental Consulting firms.

#### Patti Bushnell Account Executive

Patti Bushnell's experience encompasses over 35 years of agency experience dedicated to all lines of coverage for Archtitects, Engineers, Interior Designers, Environmental firms and also to General and Artisan contracting firms. Extensive experience in contract review and expierence modification verification & revision.

### Johnna Wagensteen Account Executive

Johnna Wagensteen brings over 25 years in the insurance industry; 12 on the carrier side and 13 on the the agency side. She has extensive claim experience in professional liability and workers' compensation. For the last 12 years, Johnna has been dedicated to working with the design comunity in all facets of insurance and risk management.



#### Heather Paulsen Account Executive

Heather Paulson has more than 18 years of insurance agency experience. Her professional focus has been primarily on property/ casualty and professional liability insurance coverages for design professionals. Heather displays an emphasis on assisting small firms; individuals and start-up companies.

# UNCOMMON EXPERTISE

Kraus-Anderson is committed to offering uncommon expertise to businesses of all sizes in the design and engineering industry. We know businesses like yours depend on accurate information to make better decisions. By deploying effective analytic strategies, we can leverage your information into forwardlooking insights. These insights can then help shape highly successful management strategies that are unique to your organization.

Our in-depth knowledge of the design industry is enhanced by our memberships in such esteemed associations as the American Institute of Architects (AIA), a/e ProNet and the American Council of Engineering Companies (ACEC) and Minnesota Society of Professional Engineers (MnSPE). We are recognized for our expertise by these respected associations.





a/e ProNet

#### **AIA of Minnesota**

AIA is the voice of the architecture profession. AIA Minnesota is the professional association for architects in that state. It has been the leading professional association for licensed architects, emerging professionals and allied partners for over a century.

a/e Pronet has been meeting the insurance and risk management needs of design professionals since 1988. A trusted resource for architects and engineers, it is an independent source of professional liability, risk management, loss prevention and continuing education information.

With roots dating back more than 100 years, the ACEC is a federation of 52 state and regional councils representing more than 600,000 engineers, architects, land surveyors and other specialists. Its mission is to strengthen the business environment for member firms through advocacy, action and education.

AMERICAN COUNCIL OF ENGINEERING COMPANIES

ACEC

### MnSPE

NSPE-MN

The Minnesota Society of Professional Engineers (MnSPE) is a professional association representing over 1,000 licensed Professional Engineers (PEs), certified Engineers in Training (EITs) and engineering students throughout Minnesota.

# **OUR CORE VALUES**

PASSION

INTEGRITY EXPERTISE

# **GO BEYOND A POLICY**

EXPLORE OUR INTEGRATED RISK MANAGEMENT CAPABILITIES

Our team draws from extensive risk management experience in Professional Liability, Property/Casualty Insurance, Claim Management, Loss Prevention, Employee Benefits, Human Resources and Enterprise Risk to deliver a uniquely valuable client experience. We utilize the trust we've gained, relationships we've fostered, and expertise we've developed through our service to the design and engineering community to allocate the very best resources for our clients.

#### **ENTERPRISE RISK**

We have developed innovative solutions that can help you understand the scope of operational risks and functional activities, prioritize opportunities critical to maximizing growth and profit potential, Improve operational efficiencies.

#### **EMPLOYEE BENEFITS**

Through our unique and collaborative approach, we stand committed to the notion that healthy and productive employees are truly a company's greatest asset.

#### **HUMAN RESOURCES**

Kraus-Anderson Insurance provides an array of Human Resources Management services that reflect and reinforce a company's values.

#### COMPTROL

We help our clients strengthen their organizations by achieving their goals to make safety a core value and practice.

#### **COMPTROL.ZERO**

Our revolutionary approach to Workers' Compensation provides clients with measurable benefits that reach beyond additional profits to improve employee production and increase

# **LET'S GET STARTED**

Kraus-Anderson Insurance believes real value comes from providing innovative risk management and insurance solutions focused on our clients' unique business needs.

OUR CLIENTS COUNT ON KRAUS-ANDERSON INSURANCE TO WORK AS A TEAM OF TRUSTED, STRATEGIC ADVISORS.

If you are interested in having a different conversation about the risks your business faces, we invite you to schedule an introduction with one of our professionals today.



### Together, we make *the* difference

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