



De Besi – Di Giacomo SpA

WBN member

www.debesidigiacomo.it – www.wbnglobal.com



Worldwide Broker Network

WBN is the world's largest organisation of privately held insurance brokers. With our partners around the globe, we are able to

- design international insurance programmes
- arrange all classes of insurance cover
- provide risk management services
- satisfy your requirements the world over



WBN in a nutshell

WBN is a collaborative network of independent brokers

- in 105 countries
- more than 20,000 professionals
- US\$ 35 bn premiums (2013)

Partner firms are represented in

- North America
- South / Central America
- Africa / Middle East
- Western Europa
- Eastern Europe/ Scandinavia
- Asia / Pacific

« Local knowledge – worldwide network »



What can WBN do for you?

Property/Casualty

- Property damage
- Casualty
- Business interruption
- Machinery breakdown
- Motor
- Liability

Specialties

- Marine/Cargo, Aviation
- Construction/Erection
- Reinsurance

Benefits

- Workmen's compensation
- Health care
- Pension
- Group accident
- Disability

Financial lines

- Professional liability/E&O
- Directors & officers
- Trade credit
- Fraud & crime



Why choose WBN?

WBN offers a value difference

- international specialists with exceptional local knowledge
- superior local service
- rigorous membership criteria and peer review
- single communication platform
- success built on personal relationships
- long-term commitment



Why choose WBN?

De Besi-Di Giacomo – WBN features

- privately owned brokers
- direct access to the owners and senior management of our WBN partners
- incoming business both large and small treated the same: HIGH priority
- flexible network structure allows DBDG and WBN to match our clients' needs
- expense structure allows DBDG and WBN to match our income to the level of service delivered locally
- powerful web-based collaboration system with no additional license fee
- international service instructions are developed to meet client needs

Client benefits vs owned network

- driven to satisfy our clients' needs, not the needs of public stockholders
- DBDG relationships at senior levels improve the quality and consistency of local service
- owned networks place higher priority on indigenous income producing business
- owned networks often require the client to work exclusively within their structure
- owned networks often carry minimum fees per country that inflate broker's compensation
- data and information services are often subject to additional user fees
- standard service levels established corporately with little local flexibility allowed



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Our clients want the peace of mind that comes from control of their international risk needs, delivered in a seamless manner with on-line capabilities.



What is WBNet?



- WBNet is a Web-based data management communication system that supports global risk management projects, insurance programmes and data transmission with international locations
- It provides a secure, complete, online view of your international risks and supporting documents that can be accessed by a risk manager, and any internal or external interested party worldwide
- Accessible worldwide; defined security levels
- It is available at no additional cost



24/7 Online Service

24 hour access to WBN's WBNet online management platform includes:

- ✓ Master programme details
- ✓ Technical survey information
- ✓ Local policies, overviews and summaries
- ✓ Claims details and client specific reports
- ✓ Collaboration messages on a project level
- ✓ Message board and blogs



Testimonial

"Having worked with ABD and their Worldwide Broker Network (WBN) as well as some of the largest institutional brokers in the world, I have become a strong advocate of ABD's network approach. The WBN has developed a **strong, independent and collaborative network of partners around the world.**"

Jenny Wampler

Corporate Risk Manager, Network Appliance



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*«The winning choice
for your safety»*

« Local knowledge – worldwide network »

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FEEL FREE TO CONTACT US FOR YOUR INTERNATIONAL INSURANCE



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