

**AXIS**  
/ Construction



Construction & Contractors

**Strategic  
Risk Management  
for **Every** Project**



## Navigating The Risks That Shape Your Growth

Whether it's navigating regulatory complexities or mitigating on-site risks, we bring the expertise and strategic support you need to confidently win contracts, maintain project feasibility, and fuel sustainable growth.

With over 100 years of combined experience, our construction insurance team offers unparalleled guidance, helping clients manage risks on projects of every scale. From multi-billion-dollar developments to independent contractors, we understand the unique challenges of construction and deliver tailored solutions that evolve with the industry's demands.



## Confidence Developed Through Experience

Axis Insurance's story spans nearly a century. With roots dating back to 1928, we've evolved from a regional brokerage to one of the fastest-growing insurance companies in Canada, serving clients both nationally and internationally. Major milestones, including strategic partnerships and expansions, have shaped our growth. From our integration of Shaw Sabey in 2010 to our amalgamation with several other prominent brokerages, we've built a reputation for leadership in sectors such as Construction, Contractors, Real Estate, and Builders Risk.

Today, we're an award-winning brokerage with over 350 employees across Canada and a strong presence in more than 150 leading insurance markets. Our growth isn't just about size and scale; it's about our dedication to innovation, integrity, and your success. As a trusted partner in the construction industry, we're committed to setting standards that protect your business while staying true to the values that have driven us for nearly a century.



## Coverage Solutions

At Axis Insurance, we offer a wide range of coverage to protect your construction projects from every angle. Our solutions are tailored to meet the unique risks you face, ensuring that you're covered throughout the entire lifecycle of your project, including:

- ✓ Commercial General Liability (CGL)
- ✓ Property & Inland Marine Coverage
- ✓ Environmental Impairment Liability
- ✓ Directors & Officers (D&O) Liability
- ✓ Errors & Omissions (E&O) Liability
- ✓ Cyber Insurance
- ✓ Surety Bonds
- ✓ Wrap-Up Liability
- ✓ Course of Construction (COC) Insurance
- ✓ Delay in Start-Up (DSU) Insurance
- ✓ Commercial Fleet Insurance

**We'll protect your projects from every angle.**



## Contract Reviews

In construction, managing risk starts well before the first shovel hits the ground—it begins with the contracts that shape your projects. From the first exchange of documents to final approvals, each step in the contracting process can carry hidden exposures. Our contract review services help you identify and address these risks early, providing clarity before small technicalities become costly issues.

**With our complimentary contract reviews, we work alongside you to examine the contractual requirements, ensuring they align with your risk management strategy.**

By addressing potential issues upfront, we help you build a foundation for safer projects, empowering you to focus on what you do best—growing your business with confidence.

## Loss Control Services

Protecting your business goes beyond just insurance—it includes preventing losses before they happen. That's where our loss control services come in. We work closely with you to identify potential risks on your job sites and provide practical solutions to minimize them. Whether it's safety protocols, compliance advice, or risk assessments, we help you create a safer, more secure environment for your team and your projects.

**Our approach is proactive, tailored to your specific needs, and designed to reduce the likelihood of incidents that could lead to costly claims.**

With our expertise on your side, you can focus on your projects, knowing you've taken the right steps to protect your business from unforeseen risks.

## Claim Support

Handling claims is one of the most critical aspects of what we do. When an incident occurs, you need a team that not only understands the complexities of the claims process for construction firms, but also advocates for your best interests. Our dedicated construction team is here to guide you through every step, ensuring your claim is managed effectively and efficiently.

With strong relationships across all major insurance carriers, we work on your behalf to

make sure your claims are handled appropriately and in a timely manner. Whether it's navigating the paperwork, coordinating with insurers, or advocating for a fair resolution, we are committed to making the process as smooth as possible for you.

Our goal is to help you minimize disruption and get back to business quickly, knowing that you have a partner who's focused on securing the best possible outcome for your claim. We're here to support you when it matters most.

## Certificates of Insurance

We know that Certificates of Insurance are more than just paperwork—they're crucial to securing jobs. A certificate provides the evidence of coverage your potential clients need, and it can be the deciding factor in winning a contract. That's why we prioritize issuing certificates quickly and accurately, so you have what you need, when you need it.

With dedicated account managers handling your requests, you can trust us to deliver fast, reliable service. We know time is critical, and we're committed to helping you focus on growing your business with confidence, knowing your insurance needs are in expert hands.

## International Operations

Axis is here to support your international operations with the same expertise and dedication you've come to expect from us at home. As a proud member of Assurex, a global network of best-in-class local insurance brokers, we have the ability to cover your projects almost anywhere in the world.

Through our partnership with Assurex, we provide seamless access to insurance solutions tailored to the unique regulations and risks in different regions. Whether you're working on projects in North America, Europe, or beyond, you can trust us to handle the complexities of global insurance so you can focus on your business goals.



**With Axis, you have a trusted advisor who understands your needs and the local expertise that ensures your business stays compliant and protected, no matter where it operates.**

## Our Construction Team



### Roland Waldmeier

National Senior Vice President,  
Construction & Real Estate

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(604) 699-2070

Roland Waldmeier serves as National Senior Vice President of Construction, Contracting, and Real Estate at Axis, bringing 32 years of global experience across the EU and Canada. His expertise in crafting innovative insurance solutions, including new capacity for wood frame construction and forestry, ensures Axis's offerings remain at the forefront of industry standards.

### Doug O'Dwyer

Account Executive,  
Construction & Real Estate

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(604) 699-2060

Doug O'Dwyer brings over 16 years of international experience to his role as Account Executive at Axis, where he specializes in insurance solutions for construction, contractors, and real estate. Known for his proactive approach, Doug is committed to helping clients turn risk into opportunity with tailored support and trusted guidance.





At Axis, our strength lies in our people. Each member of our team brings specialized knowledge, years of experience, and a commitment to helping you turn risk into opportunity. From tailored insurance solutions to proactive claims support, we're here to guide you every step of the way.



**Samantha Jones**

Account Executive,  
Construction & Real Estate

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Samantha Jones is an Account Executive specializing in Surety, with expertise in surety bonds and contract compliance solutions. With industry credentials and strong relationships as Power of Attorney for multiple surety companies, Samantha brings reliability and trusted guidance to every client.

**Grant Alsop**

Account Executive,  
Real Estate & Construction

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Grant Alsop is an Account Executive with over 20 years of industry experience, specializing in insurance solutions for Real Estate, Construction, Manufacturing, and Hospitality. Known for his practical insights, Grant helps clients confidently manage risks and turn them into opportunities for growth.





### Cameryn Dao

Account Manager

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Cameryn Dao is an Account Manager at Axis with over 13 years of experience in General Insurance, specializing in Construction, Contractors, and Real Estate. With her recent RIBO certification, Cameryn is committed to providing tailored solutions that empower clients to navigate risk and seize growth opportunities.

### Oscar Villegas

Claims Administrator

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Oscar Villegas is a Claims Administrator at Axis, with over nine years of expertise in claims management, insurance law, and process innovation. Known for his efficient claims handling and commitment to enhancing client services, Oscar supports Axis clients with a blend of legal insight and industry experience.



**Reach out to our construction team today and discover how Axis can help you confidently navigate the complexities of insurance and risk management.**

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We protect the most important thing your  
construction business has ever built: its reputation.