

# DONALD S. SCHUBERT

**Senior Vice President  
Power Industry Practice  
Marsh Inc.**



Donald S. Schubert supports Power Industry accounts world wide for Marsh with 35 years experience. Donald joined Johnson & Higgins Global Property Practice in 1988 after 17 years with The Hartford Steam Boiler Inspection and Insurance Company (HSB). Marsh USA acquired J&H in 1997 at which time Don became part of the Marsh Power Utility Practice group for global support of the business line.

His extensive Boiler & Machinery (B&M) as well as Fire Protection experience includes management of; Target marketing initiatives, Insurance carrier market management and placement strategies, New products development and alternatives to traditional insurance markets, Risk retention strategies, Advanced loss prevention strategies and Claims negotiation. Initiatives focus on specific experience in the power industries such as: Fossil Electric, Hydroelectric, Co-Generation, Independent Power (Merchant) Production and Alternate Energy resources (Such as Solar, Wind, Fuel Cell, Photovoltaic, Geo Thermal and Compressed Air Energy Systems). A key responsibility is focused on changing Technology Risk for advanced generation technology such as Combustion Turbine issues worldwide.

Additional responsibilities focus on Client servicing and support of: Asset Consulting and Least Cost / Performance concerns by clients in today's competitive market. Support to initiatives for; Project financing, insurance placement's, and Servicing program models in concert with clients. Efforts in support of client Asset Management issues are directed at key industry cost and performance as well as risk issues and technical concerns. Programs of specific interest are;

- Least Cost Asset Performance,
- Combustion Turbine Insurability,
- Risk Based Maintenance & Inspection for Fossil Plants
- Economic Performance / Marginal Cost Analysis for generating units and plants.

The Risk Based Asset Management (RbAM) was developed by Don and is founded in the concepts of the trade marked RiskMate program he developed at HSB in mid 1980's.

Efforts specific to the use of Capitol markets, Captives and Reinsurance capacities as alternatives to "Subsume" risk have been developed and modeled since 1997 for Marsh clients. Risk Profiling, Mapping, and Enterprise Risk Management have been developed at Marsh to support project development with Lenders, Original Equipment Manufacturers, Project Developers and the Insurance markets. This specifically applies to new technology risks such as Combustion Turbines in the power industry.

Candidate for a Masters degree in Finance & Insurance Sciences at the University of Hartford, with undergraduate engineering, Donald is a member in or has served as:

- Chairman (Past) of the B&M Committee of the Amer. INS. Assoc.
- American Society of Mechanical Engineers
- American society of Mechanical Engineers (Reliability, Availability & Maintainability RAM - Comm.)
- American Boiler Manufacturers Association
- National Board of Boiler and Pressure Vessel Inspectors
- National Fire Protection Association
- Society of Fire Protection Engineers - New England Chapter
- Technical Association of Pulp & Paper Industries

Power Industry expertise is further maintained by participation / involvement with;

- Power Gen. Conferences (US Intl., ASIA, Europe & Latin Amer.) Charmin of the "Combustion Turbine Technology Comm."
- American Power Conference (Illinois Institute Of Technology - Presenter)
- International Joint Power Conference (Comm Member)
- Cogeneration & Competitive Power Institute (Speaker)
- Cogeneration & Independent Power Congress (Speaker)
- Electric Power Research Institute (Steam turbine workshops)
- North American Electric Reliability Council (NERC - Data Member)
- Utility Data Institute (Data Base Member)
- Turbomachinery Symposium (Texas A&M University Rotor Dynamics task force contributor)
- Doble Power (Speaker)
- Water Power conferences (AIChE - Speaker)
- Gas Turbine Association ( Member)
- Gas Turbine Users Group (GTU – speaker)
- International Gas Turbine Institute (Speaker)
- Internal combustion Engine Comm. ASME
- Association of Edison Illuminating Companies (AEIC - Speaker)
- National Hydro Association (NHA - Speaker)
- Edison Electric Institute (EEI - Speaker)
- Electric Power Research Institute (EPRI – presenter and project contributor)
- Combustion Turbine Operations Task Force (CTOTF) – Presenter