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WTW acquires Global Commercial Credit

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Global advisory, broking, and solutions firm WTW has announced the acquisition of Global Commercial Credit, LLC (GCC) into Willis, a WTW business.

The move significantly bolsters WTW's capabilities in trade credit and political risk insurance, particularly targeting growth in North America.

The acquisition directly supports WTW's strategy to expand into specialized, high-growth areas driven by technical expertise and industry focus.

Scott Burnett, Head of Corporate Mergers & Acquisitions for WTW's Risk & Broking business, stated: "This acquisition is one of the ways WTW is investing strategically to optimize our portfolio and pursue scaled and high-growth broking businesses, accelerating our specialization strategy in selected industries, and expanding our capabilities and reach across the insurance value chain."

"The acquisition of GCC significantly enhances our scale and growth potential for our credit and political risk business in North America. It also diversifies our client base across industries, strengthens our sales capabilities nationwide and opens opportunities to introduce complementary products to WTW's global clients. With this deal, Willis will become one of North America's leading trade credit insurance specialists, with deep financial institution and industry expertise."



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GCC was founded in Michigan in 1995 with a primary focus on developing custom-tailored credit risk management solutions for clients. It has since established a strong foundation in specialized products, including credit information services and trade credit and political risk insurance.

As part of its acquisition of GCC, WTW will also acquire ProfitGuard, a specialised credit risk management service that is complementary to trade credit insurance and can be scaled to provide added value for Willis' global clients.

Evan Freely, WTW's Global Head of Financial Solutions, commented: "GCC is a highly specialized business with a strong trade credit market penetration throughout the nation. With technical expertise and industry-specific knowledge as the footing for the company's specialized credit products, GCC's business strategy aligns perfectly with WTW's own business plan."

"This is a very exciting development that will help us accelerate our growth and enhance our footprint in strategic industry sectors. I am delighted to welcome Victor and the GCC team to WTW, and I look forward to the positive impact their expertise will bring to the business."

Victor Sandy, President and CEO of GCC, noted: "I am excited about the opportunity to align with WTW and bring our time-tested, integrated credit risk management solutions to a broader market. Effective credit risk management is essential for the success of every company."