

CASE STUDY:
Technology

Simplifying protection for complex tech risks

Turning ordinary spaces into destinations comes with a lot of risk. Whether they're handling a digital transformation and AV technology solution at a stadium, entertainment facility, or a Fortune 100 corporation, this private-equity-backed nationwide media technology provider deals with high-profile projects and big budgets. Therefore, they require considerable insurance protection.

Besides the typical risks of over-the-road auto, improper installation, injured workers, and cybercrime, the digital experience provider also needed umbrella protection due to the magnitude of the projects they design, engineer, manage, and install.

In the past, the insurance broker struggled to place the lead umbrella policy and had to separate policies for the CAT exposures, following multiple exposures in select locations. So, when the client had a less than ideal renewal experience with the current carrier, the broker decided to put the business out to market and turned to Chubb for more comprehensive coverage options.

Elevating the insurance experience

Chubb had solicited business for the tech company previously, so the underwriting team knew what to expect and what the broker might be looking for.

With Chubb's technology industry expertise and heavy involvement with the key stakeholders at the insurance agency, Chubb's underwriters were able to respond quickly and keep things moving.

Not only was Chubb able to provide a \$25 million Umbrella policy, but the program offered more comprehensive coverage, including additional CAT terms to eliminate the need to purchase

additional policies. Chubb also crafted a composite rate program for Workers' Compensation, allowing for more predictability in estimating prospective costs associated with payroll increases and new contracts.

Chubb was competitive with their proposal for both Property and Casualty lines, while getting adequate funding for the higher Auto and Umbrella exposures. In the end, the media technology provider received an insurance program and experience as distinct and exceptional as their own business.

Chubb coverage provided:

- Package
- Auto
- Workers' Compensation
- Umbrella
- Multinational
- Directors & Officers
- EPL

Want to see how Chubb can help you solve unique risk challenges?

Contact your broker, agent, or local Chubb underwriter today.