

# Coverages for Technology Firms

*Delivering Greater Value® in Middle Market*

## **Building Strong Agency Relationships — an Opportunity to Increase Sales**

Midsized technology firms offer a growing and profitable sales opportunity. Countrywide, there are over 150,000 technology firms representing roughly \$2 billion in commercial premium and growing. Please contact your Middle Market Sales Underwriter for more information about the market potential in your area.

### **Eligibility**

Eligible accounts include manufacturers of:

- Computer and Office Equipment
- Consumer Electronics
- Communications Equipment
- Electronic Components and Accessories

Other eligible accounts include:

- Technology Consultants
- Software Developers (custom or pre-packaged)
- Systems Integrators – including Value Added Resellers (VARs) and Original Equipment Manufacturers (OEMs)
- Web site and Internet Application Developers
- Data Processing, Preparation and Storage Services
- Applications Service Providers
- Managed Services Providers (including Facility Management Services, Co-location Facilities, etc.)
- Internet Service Providers

### **Innovative Products**

#### **Property Choice®**

The Hartford's innovative Property Choice product addresses the unique needs of technology firms with a number of specific coverage features that are meaningful to businesses in the industry. Some of the features of special interest are:

- Built-in Equipment Breakdown coverage.

- Computer Equipment, Media and Data automatically included in the definition of covered property.
- Electronic Vandalism covering direct physical damage to computer equipment, media, data and software caused by viruses, hackers and other attacks.
- Worldwide Business Travel coverage.

In addition, our **Technology SPICE®** endorsement offers several important coverage extensions, including:

- Up to \$2 million in coverage for Newly Acquired Buildings and up to \$1 million in coverage for Newly Acquired Business Personal Property.
- \$100,000 for Business Personal Property (BPP) in Transit.
- \$100,000 for BPP at Unnamed Premises.
- Worldwide Business Interruption coverage for Dependent Properties.
- \$25,000 in Utility Services coverage.

#### **General Liability Choice**

The Hartford's experience insuring technology firms has made it possible for us to develop independent rates for this industry, giving you and your clients the benefit of a highly flexible rate structure designed to better reflect the unique exposures of individual businesses. Some of the key coverages are:

- Automatic Additional Insured as required by a written contract.
- Vendors, volunteers, employees, and lessors of equipment on premises as insureds.
- Mental anguish if it arises out of bodily injury, sickness or disease.



The policy can extend Personal and Advertising Injury liability protection to the insured's entire Web site, including claims that may arise because of their Web site content, chat rooms, bulletins boards, or advertisements. This extension can also cover vicarious liability for the advertisements or content of others that may appear on or be linked to/from the insured's Web site.

### **Technology Professional Liability**

Professional liability policies respond to exposures typically not covered by Commercial General Liability (CGL) policies. The Hartford offers FailSafe®, a suite of professional liability policies designed especially for the technology industry. For midsize risks, FailSafe GIGA provides errors & omissions coverage including breach of warranty protection. For your technology clients seeking more robust coverage, FailSafe TERA provides E&O protection as well as specified content (copyright, trademark, tradaddress, etc.), security and personal injury coverages all in one policy form.

### **Management Liability**

As companies grow, so does their need for special coverages. Private Choice Encore! for T.E.C.<sup>SM</sup> offers a package of management liability coverages for privately held companies including Directors & Officers, Employment Practices Liability, Fiduciary Liability and Outside Director Liability. Private Choice Encore! for T.E.C. also features entity coverage for all covered claims and a broad definition of Employment Practices Wrongful Act. In addition, The Hartford offers management liability coverages for IPOs (Initial Public Offerings) and publicly-traded technology firms.

### **Automobile Coverage**

The Hartford has a complete solution in place for auto exposures, covering owned vehicle fleets as well as rental vehicles and non-owned autos. On every auto policy where we are covering vehicles owned by the technology firm, we automatically attach our broad form endorsement. This endorsement provides additional coverage such as broad form insureds, lease gap coverage and glass repair waiver of deductible.

### **Workers' Compensation**

The Hartford, one of the nation's ten largest workers' compensation providers, offers technology firm a comprehensive portfolio of workers' compensation coverages and services. We have customized broad form endorsements that go above and beyond the standard workers' compensation policy. Our basic option (no extra cost) provides your technology clients with extensions such as Employer's Liability Stop Gap, 60-day provision to notify us to add states where your

clients have set up new operations, and voluntary compensation for employees not covered by state statutes. Our extended option (available for a small additional charge) includes all the enhancement in our basic option plus: Foreign Voluntary Compensation to protect employees who travel overseas, increased limits for Employers' Liability insurance, and a waiver of our right to recover from other liable parties if a signed agreement is in place requiring the waiver.

### **Additional Services**

*Assistance in Making the Workplace Safer* – The Hartford offers convenient access to loss control advice. Through our Web site [mb.thehartford.com](http://mb.thehartford.com), you can submit safety-related questions through "Ask an Expert."

*Medical Bill Review* – The Hartford scrutinizes medical bills submitted to correct any erroneous charges and to apply negotiated discounts.

*Team•Work<sup>SM</sup>* – The Hartford offers the tools your clients need to implement their own return-to-work program. Our focus is on managing abilities and helping to get your client's injured workers back to gainful employment as soon as possible.

### **Umbrella Coverage**

The Hartford's umbrella coverage is designed to begin where our primary coverage ends, presenting consistent, continuous coverage. The broad scope of coverage extends over primary general liability, and auto liability. Umbrella limits are available up to \$15 million.

### **Ocean Marine Coverage**

Our Worldwide Transportation Policy® provides coverage for goods being transported overseas. Coverage can also be added for warehousing, inland transit, sales representative samples, installation, and even processing exposures, all in one policy.

### **International Coverage**

The Hartford, in alliance with ACE USA, which is part of the ACE Group of Companies, can provide your clients with the property and liability insurance they need to protect their company's foreign operations. We can also provide coverage for emergency medical, legal and security assistance for your client's employees and their families outside the U.S.

**For more information, visit our Technology Insurance and Middle Market Technology sites on the EBC.**

This document outlines in general terms the coverages afforded under the policy. Coverages may differ in availability by state. All coverages are individually underwritten. For a complete description of all coverages, terms and conditions, refer to the insurance policy. In the event of a conflict, the coverages, terms and conditions of the policy prevail.