

# Zurich Technology Insurance

In the ever-changing world of technology, a traditional insurance program that covers the risks technology companies face today is simply not enough. As Canadian technology businesses grow and encounter new exposures from data security and privacy concerns, global competition, supply chain disruption and more, their insurance solution must be flexible enough to grow with them.

## Zurich knows tech

Zurich's specialized technology team is well acquainted with the evolving nature of the technology industry, including current trends and emerging risks. Working with our brokers, we look at technology clients' risks in the context of their unique business goals and develop a seamless insurance solution that is carefully tailored to their risk tolerance. Our broad portfolio of over 20 risk transfer and risk management products is designed to help Canadian technology companies operate and grow their business with confidence.

## Leading industry coverage

Using a broad portfolio of leading risk management products specifically designed with technology companies in mind, we help tech businesses develop a seamless global insurance solution that is carefully tailored to their risk profile.

## Global capabilities

Zurich has extensive experience in the international marketplace, with a global network of 180 countries and territories around the world. For technology clients who have business interests outside Canada, we can provide transparent underwriting processes and insurance programs that comply with complex global licensing laws and tax regulations.

## Ease of doing business

Zurich takes a multiline approach to writing technology business. It's easy to work with us - our E&O policy is written by the same underwriter as the rest of the Property and Casualty, which supports a comprehensive view of risk, provides a single point of contact for our brokers, and avoids claims adjustment difficulties.

With financial strength ratings among the strongest in the industry, we provide responsive claim services to help clients recover quickly in the event of a loss and offer risk services and tools to help prevent losses from occurring.

## Technology product highlights

Coverage features of our technology products are continually updated by our industry leaders to meet our technology clients' emerging needs.

### Errors & Omissions (E&O)

- E&O form features broad claim notification language, global territory and provisions, media liability, security and privacy, and resources to help prevent and/or recover from a data breach, including mitigation costs.

### General Liability

- Coverage featuring a customized, technology broadening endorsement and integration with E&O to eliminate the possibility of gaps and overlaps, in addition to 23 other coverage enhancements.

### Property

- Covers risks such as business interruption resulting from a cloud service provider, damage to data and research and reconstruction costs.

### International

- Global offering that provides technology companies with expanded coverages through locally admitted property, casualty and specialty insurance products, including E&O.

### Specialty products

- Management liability
- Surety
- Credit and political risk
- Pollution liability

## Going the extra mile: Zurich Technology in action\*

### Comprehensive, yet flexible, international solutions

**Need:** A provider of computer cabling solutions wanted to plan ahead for international growth to avoid unpleasant surprises. Concerned that rapid expansion in emerging markets such as Eastern Europe, Latin America, Asia-Pacific and the Middle East could cause vulnerability to a variety of risks, the company and its broker were seeking a carrier that understands potential enterprise risks.

**Solution:** Zurich's team met with the company twice, both times to discuss its international and data centre risks. These extensive and tech-based consultations - together with Zurich's ability to offer seamless and broad international coverage, including property, business interruption and E&O - gave the company confidence in choosing Zurich as its new global insurance carrier. It knows that wherever its expansion takes it, Zurich will be there and ready to go.

### Multiple property coverages in a single policy

**Need:** A cutting edge, on-demand data centre, hosting and cloud service provider with large investments in infrastructure and state-of-the-art equipment in multiple buildings was in the process of acquiring two additional facilities. Instead of multiple policies for multiple locations, they were looking for a property policy to cover their unique business model and all customer service level agreements.

**Solution:** Zurich's team visited each property location and modeled all potential exposures — from real estate and technology risks to natural disasters, contingent business income and business interruption scenarios. We provided a customized policy with broad technology-focused physical and financial protection at the capacity the company required, resulting in robust, yet flexible, coverage written in a single policy.

### Tailored coverage to keep pace with growth

**Need:** A company that manufactures systems and components for wind turbines was expanding its business scope to offer customers a "one stop" wind turbine resource. By acquiring a firm that designed the actual physical structure to house the turbines, the company now had professional liability as a potential risk since each wind turbine structure requires its own design.

**Solution:** Zurich created a hybrid form that covered both the normal technology E&O coverage, along with professional liability for the design portion of the company's business. This one-policy solution resulted in a more efficient approach for both the customer and broker.

To learn more about products and services for technology, contact your broker or visit [www.zurichcanada.com/technology](http://www.zurichcanada.com/technology)

\*Every claim or suit is unique and insurance coverage must therefore be based upon an analysis of the applicability of the relevant policy language to the specific facts of the claim, according to the controlling law, including case law, of the applicable jurisdiction.

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