

Systems Integrator Saves 38% on Insurance Programs

Client:

A middle market systems integrator in the technology space.

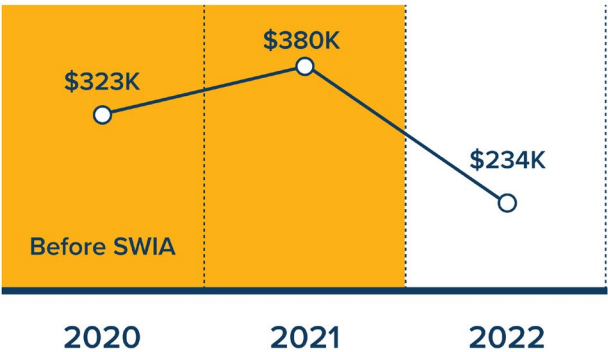
Issue:

SWIA conducted a risk management review and determined that the client had no Directors and Officers (D&O) coverage or Employment Practices Liability (EPLI) and their package, auto, workers comp, and umbrella premiums were a costly \$380K.

Results:

With SWIA's clout in the security industry, we decreased their package, auto, workers comp, and umbrella premiums to a record low of \$234K. We also placed D&O and EPLI coverage for \$2M limit @ \$16K and saved them a premium on cyber even with cyber prices going up.

Commercial Insurance Cost Experience



38% First years savings



Technology Company Achieved Full Coverage Placement After Being Non-Renewed

Client:

A middle market technology company and PSA member

Issue:

They were non renewed by their existing carrier due to a liability claim over \$2M in 2021. Their broker struggled to find replacement coverage, as well as CYBER coverage.

Results:

The CFO and COO reached out to SWIA through PSA and asked our team to step in. After a thorough review and marketing effort, we were able to find full coverage for a very affordable cost, and the cyber coverage was also placed through one of the top markets.



Full coverage placement after a \$2M Claim