



CHUBB®

Technology Industry Practice Guide for brokers



All you need to get ahead with Technology clients

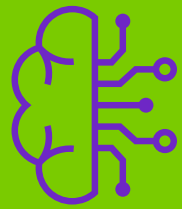
At Chubb, we understand Technology. We get under the skin of issues faced in the tech sector, so that you and your clients have the confidence to get on with business.

As a specialist in Technology risks, we have the right tools and knowledge, and wealth of experience, to help you service tech clients effectively and professionally.

In fact, we've been the global market leader in this sector for decades. But being the best doesn't mean we're not highly competitive. Thanks to our team of Technology specialist underwriters, you have access to the best insurance package built for Technology risks.

Whatever you need to know about the bespoke package Chubb can offer your Technology clients, you'll find it right here in this Technology Industry Practice guide. You'll also find local country contacts, so you can easily make the right connections, wherever your clients are based.





Understanding our Technology Industry Practice

Chubb has experts at every level. Our Industry Practices cover a number of select, specialist sectors in Continental Europe, including:



Life Sciences



Real Estate



Entertainment



Construction



Wineries



Technology

Our Technology offering is customer-centric, with specially developed products that meet the precise needs of Technology companies. It takes a multiline and package approach, with the same team handling or co-ordinating all the Property and Casualty, including E&O and Cyber coverages, ensuring absolute consistency for clients.

By 2025, it is
forecast that
there will be

41.6 billion
connected devices

Source: International Data Corporation (IDC)

CHUBB®



Technology Industry Practice



Stay ahead with our leading service

As one of the most trusted specialist insurers in the industry, Chubb's market-leading products and services put your clients at the heart of everything we do. All our solutions are tailored to clients' exact needs. Using our superior craftsmanship, your Technology clients can achieve their ambitions.

Industry Practices differentiate Chubb as a specialist in product alignment, underwriting expertise and service delivery in select industries. Our IP offering is about providing tailored specialist insurance solutions, with capabilities and products that evolve to meet the changing risks of each industry.



Get expert insight from **specialists in risk**

We understand your Technology clients' business and will create a tailored solution to fit them perfectly.



Be supported by those at the **heart of your clients' ambition**

We understand and share your Technology clients' entrepreneurial spirit, and together we'll help them take on the world, regardless of size, vision or focus.



Benefit from true partnership and a **proactive approach**

With our proactive and collaborative approach, we'll help your Technology clients achieve the right outcome.



Have the reassurance of a **global partner** that's trusted and respected

Our international reputation for delivery and financial strength, means you and your clients can count on us.





Why choose Chubb?

We stand out against the competition

- With over 40 years' experience providing insurance solutions, Chubb has dedicated Technology specialists who have the authority on the multiline package approach (E&O, General Liability and Cyber)
- We have tailor-made capabilities to address the needs of Technology companies, from start-ups to the most complex multinational risks with US exposure
- Chubb's Cyber Risk Management Platform is a market reference for the quality of the coverage and services

We provide superior claims services

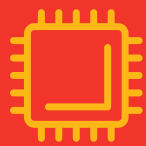
- We provide an award-winning claims service that understands the Technology industry and the challenges related to Technology projects and innovation
- Our experience in sorting out complex claims allows us to provide our insureds with the most effective support in selecting the right experts and defending the cases, here and abroad

We have multinational capabilities

- Chubb helps insureds and brokers to comply with local regulatory requirements in multinational programs
- We have capabilities to issue admitted policies in the USA, including E&O, General Liability, Cyber and Workers Compensation

We offer expert risk engineering services

- Over the last 15 years, Chubb has developed a team of dedicated and specialist risk engineers across Continental Europe, to help our Technology insureds understand and mitigate their Technology E&O, Cyber and Casualty exposures

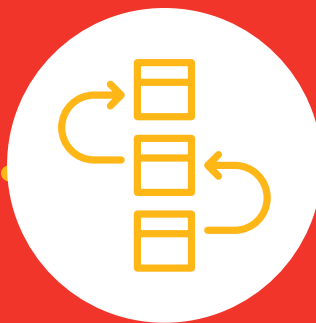


Covering all Technology companies with one leading insurer

We have a clear focus for businesses that provide Technology products and services. That's why we are able to target start-ups, large middle-market multinationals, and all sizes in between, across three core appetite classes:



**Computer hardware
manufacturing**



**Software and
computer services**



**Telecommunications
and network services**





A service that speaks the language of your clients' business

The Chubb Technology Package is a comprehensive first and third party policy, which provides solutions that meet the unique insurance needs of Technology developers, producers and distributors.

Where regular businesses are mainly exposed to property damage and bodily injuries, Technology companies have particular exposures to intangible assets, data, and financial loss.

When specific coverage like this is needed, Chubb steps in to offer a broad range of solutions across Continental Europe. Our coverage is delivered effectively and efficiently in local

languages, and through multiline or new innovative package products developed according to the local market requirements.

For total confidence, we advise your Technology clients to buy a package policy. Not only does this allow them to enjoy the ease of working with one insurer, but having all coverage in one policy also means no gaps. This continuity makes loss reporting and claims much easier to handle for both brokers and clients, avoiding disruptions and reputational challenges to their business.





The range of product solutions provided by Chubb's experts

You will find the full list of insurance products available in the Technology package below:



Professional Indemnity or Technology E&O

- Technology Professional Liability including contractual liability and performance failure
- Privacy and Network Security Liability
- Media Liability



General Liability

- Premises Liability
- Product Liability
- Employer's Liability



Cyber Enterprise Risk Management

- Cyber Incident Response including access to an app, a web application and a call centre
- Cyber Business Interruption
- Data and System Recovery Costs
- Cyber Extortion
- Cyber Crime Financial Loss
- Telecommunications Fraud



Property Damage

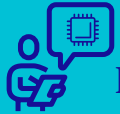
(standalone or in an office package in some countries)

- Building and Contents Property Coverage
- Additional Expenses
- Business Interruption
- Electronic Data Processing Equipment



Claims scenarios

We understand Technology is a complex industry with very specific risks. Here are the scenarios that your clients would be protected against, when they choose Chubb's Technology Industry Practice:



Professional Liability

- Failure of insured's software resulting in a security breach to the customer network
- A circuit board manufacturer produces a defective product causing a financial loss to a customer
- A fire at a sub-contractor's premises resulting in a delay by the insured in its onward supply to a customer, leading to a breach of contract
- The insured is sued by a competitor for an allegation of breach of intellectual property rights in the design of a software platform



Cyber Claims

- Privacy breach resulting from the theft of unsecured mobile devices
- Manufacturing software is hacked, causing the insured's production/business to cease and unable to complete customer orders
- Employee error creates a security breach to insured's systems
- Insured's website suffers a denial of service attack, causing loss of income



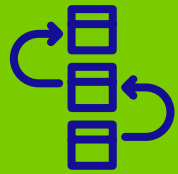
Public Liability

- An employee of the insured damaging a client's carpet during the delivery of computer equipment
- An employee of the insured leaving a tool box in an unsafe location, which trips and injures a third party's employee



Product Liability

- An electrical defect in the insured's product causing a bodily injury to a third party
- A defect in the insured's product causing fire damage to third party's property



Chubb's cyber services

In today's connected environment, cyber security is a widespread concern. As a global leader in cyber insurance, Chubb understands the business of protection.

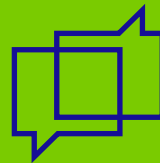
Chubb offers a number of cyber services, to help improve our clients' cyber risk management before an incident occurs. Our offering includes a number of complimentary, as well as some highly discounted, services for our cyber policyholders, through our cyber loss mitigation services:



- A complementary password management solution via [Dashlane](#) - free with our cyber ERM policy



- [Phishing training and loss mitigation services](#) for Chubb cyber policy holders



- A comprehensive [incident response process](#) - key features include:
 - A dedicated incident response call centre
 - Access to emergency costs within the first 48 hours
 - Customised email alerts and updates
 - Local language capabilities



Getting in touch

With leading experts all around Continental Europe, you can rely on Chubb to be there, providing the best insurance solutions. Whatever you and your Technology clients need, get in touch today.

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