

# Chubb Marketplace

## Enhanced Quoting Experience



Chubb Small Business is committed to making quoting small business accounts easier with the Chubb Marketplace. In August, we will be introducing new improvements to the Chubb Marketplace which will include even more efficient data entry and a user interface refresh. Below are the steps you will soon follow to begin the enhanced quoting experience.

### Pre-Quote

- 1) When initiating a new quote, the Chubb Marketplace will require the following customer information:
  - Business Description
  - Company Legal Name
  - DBA (if applicable, and optional)
  - Annual Revenue

Once all fields are completed, you will click **Submit**.

A screenshot of the Chubb Marketplace web interface. The top navigation bar includes the Chubb logo, the word "Marketplace", and user account information (Alerts(53) and HL Maria). Below the navigation bar are tabs for Dashboard, New Business, Current Customers, Knowledge & Support, and Chubb Rewards. A "Start New Quote" button is located on the right. A search bar with the placeholder "Find your current customer by entering the quote id" is present. The main content area is titled "Start a New Quote" and contains a form with three sections: "BUSINESS DESCRIPTION" with a text field containing "Florists - Retail | 12841 | Retailers | 5992"; "COMPANY LEGAL NAME" and "DBA" with text fields containing "Ocean Ave Florist" and "Optional" respectively; and "ANNUAL REVENUE" with a text field containing "\$2,500,000". A "Submit" button is located at the bottom right of the form.

- 2) When entering your customer's primary risk location, the Chubb Marketplace will request the zip code first. This will allow the Chubb Marketplace to automatically pre-fill the city and state fields.

You will then complete your customer's primary risk location by entering and selecting the correct street address and click **Continue**.

CHUBB<sup>®</sup>

Marketplace

Let's check  
Chubb's risk appetite.

About Your Customer

1

BUSINESS DESCRIPTION

Florists - Retail | 12841 | Retailers | 5992

COMPANY LEGAL NAME

Ocean Ave Florist

DBA (OPTIONAL)

ANNUAL REVENUE

\$ 2,500,000

Your Customer's Primary Risk Location

2

ZIP CODE

08754

CITY

Toms River

STATE

New Jersey

STREET ADDRESS

1855 Ocean Avenue

Suite Number, Apartment Number, Building, Floor, etc. (optional)

Return to Dashboard

Continue

CHUBB

Legal Notices

Privacy Policy

California Resident Notice

Copyright © 1995-2020 - Chubb, Operated by Chubb Insurance Solutions Agency Inc., a Chubb company licensed as a producer in all states.

f

in

t

- 3) Next, you will confirm your customer's billing/ mailing address by selecting the box next to "My customer's billing/ mailing address is the same as their primary risk location" or by entering the appropriate zip code, followed by street address.

Once your customer's billing/ mailing address is confirmed, you will answer the updated eligibility questions and then you will click **Continue**.

CHUBB<sup>®</sup>

Marketplace

We just need to ask  
a few more questions.

Your Customer's Billing/ Mailing Address

PRIMARY RISK LOCATION ENTERED

1855 Ocean Avenue  
Toms River, NJ 08754

☒ My customer's billing/ mailing address is the same as their primary risk location

ZIP CODE

CITY

STATE

08754

Toms River

New Jersey

STREET ADDRESS

1855 Ocean Avenue

Suite Number, Apartment Number, Building, Floor, etc. (Optional)

Eligibility Questions

IS THIS COMPANY A NON-PROFIT?

☐ Yes ☒ No

DOES THE APPLICANT OWN OR OPERATE ANY OTHER BUSINESS UNDER THE SAME LEGAL ENTITY THAT WILL NOT BE QUOTED ON THIS APPLICATION?

☐ Yes ☒ No

HAS THE APPLICANT, A MAJORITY OWNER, PARTNER, OR MEMBER FILED FOR BANKRUPTCY IN THE PAST 5 YEARS?

☐ Yes ☒ No

HAS ANY POLICY OR COVERAGE BEEN CANCELLED OR NON-RENEWED DURING THE PAST 3 YEARS FOR ANY OF YOUR CUSTOMERS' PREMISES OR OPERATIONS?

☐ Yes ☒ No

Return to Dashboard

Continue

CHUBB

Legal Notices Privacy Policy California Resident Notice

Copyright © 1995-2020 - Chubb, Operated by Chubb Insurance Solutions Agency Inc., a Chubb company licensed as a producer in all states.

f

in

t

- 4) Next, you will select the line(s) of business you wish to quote. You will confirm the policy's effective and expiration dates, as well as your producer code, and click **Continue**.

CHUBB®

Marketplace

The following Chubb commercial products are available.

Select the products your customer is interested in from the list below.

PRODUCTS AVAILABLE ON MARKETPLACE	APPETITE
<input checked="" type="checkbox"/> <b>Business Owner's Policy</b> Chubb BOP serves as the foundation for your small business customer's insurance program.	Yes
<div><div>POLICY EFFECTIVE DATE</div><div>07/27/2020</div></div> <div><div>POLICY EXPIRATION DATE</div><div>07/27/2021</div></div>	
The policy term is 12 months	
<div><div>PRODUCER CODE</div><div>000094 - 99999 / 99999 - INSURANCE SERVICES</div></div>	
<hr/>	
<input type="checkbox"/> <b>Workers' Compensation</b> Provides protection to your small business customers in the event of a work related injury or illness.	Yes
<hr/>	
<input type="checkbox"/> <b>Auto</b> Chubb offers small business auto insurance so you can provide your customers a broad account solution.	Yes
<hr/>	
<input type="checkbox"/> <b>Cyber Enterprise Risk Management (ERM)</b> Chubb's industry-leading cyber offering enables policyholders to insure, manage, and mitigate their constantly evolving cyber and technology exposure.	Yes
<hr/>	
<input type="checkbox"/> <b>DigiTech Enterprise Risk Management (ERM)</b> Chubb's industry-leading cyber and technology offering enables policyholders to insure, manage, and mitigate their constantly evolving cyber and technology exposure.	No
<hr/>	
<input type="checkbox"/> <b>Umbrella</b> Provides extra liability insurance coverage that goes beyond the limits of the BOP, Auto, and Employer's liability insurance.	Yes
<hr/>	
<div><div>PRODUCTS AVAILABLE THROUGH MARKETPLACE</div><div><input type="checkbox"/> <b>ForeFront Portfolio 3.0</b> Our comprehensive product offering features integrated coverages: Directors &amp; Officers Online quoting for Financial Lines is currently unavailable. Please send a completed <a href="#">application</a> for your financial lines submission to <a href="mailto:NB@semlis@chubb.com">NB@semlis@chubb.com</a> for underwriting review. Employment Practices Liability Online quoting for Financial Lines is currently unavailable. Please send a completed <a href="#">application</a> for your financial lines submission to <a href="mailto:NB@semlis@chubb.com">NB@semlis@chubb.com</a> for underwriting review. Crime Online quoting for Financial Lines is currently unavailable. Please send a completed <a href="#">application</a> for your financial lines submission to <a href="mailto:NB@semlis@chubb.com">NB@semlis@chubb.com</a> for underwriting review. Fiduciary Liability Online quoting for Financial Lines is currently unavailable. Please send a completed <a href="#">application</a> for your financial lines submission to <a href="mailto:NB@semlis@chubb.com">NB@semlis@chubb.com</a> for underwriting review.</div></div>	<div>Yes</div> <div>Yes</div> <div>Yes</div> <div>Yes</div>
<hr/>	
<div><div>PRODUCTS AVAILABLE ON MARKETPLACE NOT UNDERWRITTEN BY CHUBB</div><div><input type="checkbox"/> <b>Dental Malpractice (Underwritten by The Doctors Company)</b> Chubb Small Commercial Insurance is partnering with The Doctors Company to provide professional liability and malpractice coverage to dental professionals.</div></div>	No

Producer codes cannot be changed after we have generated your quote(s).

Return to Dashboard

Continue

CHUBB®

Legal Notices · Privacy Policy · California Resident Notice  
Copyright © 1995-2020 - Chubb, Operated by Chubb Insurance  
Solutions Agency Inc., a Chubb company licensed as a  
producer in all states.

f

in

t

- 5) As the Chubb Marketplace performs name clearance, you will be able to track the progress bar on the newly redesigned clearance page. You will also be able to view more information about Chubb Small Business' featured products, industry expansions, system enhancements, and more.

CHUBB® Marketplace

Hang on, we're performing name clearance...

Did you know?  
Chubb is the world's largest publicly traded property and casualty insurance company and the largest commercial insurer in the U.S.

Progress

50%  
COMPLETED

- ✓ Checking your existing Chubb submissions
- ✓ Saving to database
- ✓ Checking third-party data
- Generating quote

CHUBB®

Hi Maria  
Welcome to the Chubb Commercial Client Center.  
View your history in the Client Center

Payment Details

Current balance: \$16,237  
Current due date: 04/16/2021  
View details

Chubb Insurance

\$4,812.91  
View details

Policy

View or download

10 mins

View or download

Documents

View or download

Chubb Commercial Client Center - Get Your Customers Signed Up Today!

The Chubb Commercial Client Center is designed for small business owners and allows them to:

- View their billing history and recent statements
- Elect to pay their bill by credit card or EFT with a one-time or recurring payment
- Download and print policy documents
- File a claim
- Provide Client Center access to additional users on the account

CHUBB®

Legal Notices

Privacy Policy

California Resident Notice

Copyright © 1995-2020 - Chubb, Operated by Chubb Insurance Solutions Agency Inc., a Chubb company licensed as a producer in all states.

f

in

t

## Quote Summary

- 1) On the redesigned quote summary page, you will easily be able to select which line(s) of business you want to issue, include in a quote proposal, or refer to an underwriter.

CHUBB<sup>®</sup> Marketplace

Quote Summary  
Ocean Ave Florist

Save & Go to Dashboard

CUSTOMER DETAILS

**Ocean Ave Florist**  
1855 Ocean Avenue  
Toms River, NJ 08754

View customer profile

PREQUALIFICATION DETAILS

Florists - Retail  
(5992)  
Annual Revenue: \$2,500,000  
Primary Risk State: NJ

QUOTE DETAILS

Created: 07/27/2020 by  
Maria

Account Information & Eligibility

✓ Complete

Revisit

Business Owner's Policy

✓ Completed

Revisit

▼

Basic Policy Information

- Effective Dates: 07/27/2020-07/27/2021
- Products/Completed Ops Aggregate Limit: \$2,000,000
- Per Occurrence Limit: \$1,000,000
- Total Aggregate Limit: \$2,000,000
- Building Limit: \$0
- Contents Limit: \$300,000

Optional Coverages

- \$214.00 included in total premium
- Privacy Liability Coverage
- Businessowners Property Enhancement
- Businessowners Liability Enhancement
- Electronic Data Liability
- Data Breach Fund

Premium Breakdown

Commercial Liability	\$2,999.00
Commercial Property	\$722.00
Taxes & Surcharges	\$22.00

Product Total

\$3,743.00

Your estimated commission on this product will be : \$669.78 (18%)

Refer to Underwriter

Create Quote Proposal

Issue

Quote Proposals

Version 1 >

Created July 21, 2020  
at 2:09 PM EST

Version 2 >

Created July 27, 2020  
at 1:12 PM EST

OTHER PRODUCTS AVAILABLE THROUGH MARKETPLACE

Workers' Compensation Coverage

Add to quote

Auto Coverage

Add to quote

Cyber Enterprise Risk Management (ERM) Coverage

Add to quote

CHUBB<sup>®</sup>

Legal Notices Privacy Policy California Resident Notice

Copyright © 1995-2020 - Chubb, Operated by Chubb Insurance Solutions Agency Inc., a Chubb company licensed as a producer in all states.

f

in

t



- 2) To view your previously-generated quote proposals, you will click the version you would like to see under the new Quote Proposals section within the right-hand navigation bar.

CHUBB®Marketplace

Quote Summary

Ocean Ave Florist

Save & Go to Dashboard

CUSTOMER DETAILS

**Ocean Ave Florist**  
1835 Ocean Avenue  
Toms River, NJ 08754

PREQUALIFICATION DETAILS

Florists - Retail  
(5992)  
Annual Revenue: \$2,500,000  
Primary Risk State: NJ

QUOTE DETAILS

Created: 07/27/2020 by  
Maria

[View customer profile >](#)

Account Information & Eligibility

✓ Complete

Revisit

Business Owner's Policy

✓ Completed

Revisit

▼

Basic Policy Information

- Effective Dates: 07/27/2020-07/27/2021
- Products/Completed Ops Aggregate Limit: \$2,000,000
- Per Occurrence Limit: \$1,000,000
- Total Aggregate Limit: \$2,000,000
- Building Limit: \$0
- Contents Limit: \$300,000

Optional Coverages

- \$214.00 included in total premium
- Privacy Liability Coverage
- Businessowners Property Enhancement
- Businessowners Liability Enhancement
- Electronic Data Liability
- Data Breach Fund

Premium Breakdown

Commercial Liability	\$2,999.00
Commercial Property	\$722.00
Taxes & Surcharges	\$22.00

Your estimated commission on this product will be: \$669.78 (18%)

Product Total

\$3,743.00

Refer to Underwriter

Create Quote Proposal

Issue

Quote Proposals

Version 1: >

Created July 21, 2020  
at 2:09 PM EST

Version 2: >

Created July 27, 2020  
at 1:12 PM EST

OTHER PRODUCTS AVAILABLE THROUGH MARKETPLACE

Workers' Compensation Coverage

Add to quote

Auto Coverage

Add to quote

Cyber Enterprise Risk Management (ERM) Coverage

Add to quote

CHUBB®

Legal Notices

Privacy Policy

California Resident Notice

Copyright © 1995-2020 - Chubb, Operated by Chubb Insurance Solutions Agency Inc., a Chubb company licensed as a producer in all states.

f

in

- 3) The new quote summary page will also allow you to easily access the other Chubb Marketplace products that you previously expressed interest in.

To quote these products, you will simply click **Add to quote**.

• Privacy Liability Coverage  
• Businessowners Property Enhancement  
• Businessowners Liability Enhancement  
• Electronic Data Liability  
• Data Breach Fund

Your estimated commission on this product will be: \$669.78 (18%)

Commercial Property \$722.00  
Taxes & Surcharges \$22.00

Product Total \$3,743.00

Created July 27, 2020 at 1:12 PM EST

OTHER PRODUCTS AVAILABLE THROUGH MARKETPLACE

RECOMMENDED  
Workers' Compensation Coverage  
Add to quote

RECOMMENDED  
Auto Coverage  
Add to quote

RECOMMENDED  
Cyber Enterprise Risk Management (ERM) Coverage  
Add to quote

CHUBB

Legal Notices Privacy Policy California Resident Notice

Copyright © 1995-2020 - Chubb, Operated by Chubb Insurance Solutions Agency Inc., a Chubb company licensed as a producer in all states.

f in

For additional information about the enhanced quoting experience on the Chubb Marketplace, please contact your Chubb Small Business territory sales leader.

Need help with the Chubb Marketplace? Contact our Chubb Small Business Help Desk at 1.800.664.8514 or send an email to [scihelpdesk@chubb.com](mailto:scihelpdesk@chubb.com).

Chubb. Insured.<sup>SM</sup>

Chubb is the marketing name used to refer to subsidiaries of Chubb Limited providing insurance and related services. For a list of these subsidiaries, please visit our website at [www.chubb.com](http://www.chubb.com). Insurance provided by ACE American Insurance Company and its U.S. based Chubb underwriting company affiliates. All products may not be available in all states. This communication contains product summaries only. Coverage is subject to the language of the policies as actually issued. Surplus lines insurance sold only through licensed surplus lines producers. Chubb is the world's largest publicly traded property and casualty insurance group. With operations in 54 countries, Chubb provides commercial and personal property and casualty insurance, personal accident and supplemental health insurance, reinsurance and life insurance to a diverse group of clients. Chubb Limited, the parent company of Chubb, is listed on the New York Stock Exchange (NYSE: CB) and is a component of the S&P 500 index.