CHUBB

CASE STUDY:

Medical Waste Disposal Company

How Chubb helped a PE-backed waste management firm navigate rising insurance costs

Handling infectious materials is one of the most critical yet challenging tasks in healthcare. Medical waste disposal companies are at the forefront of ensuring public safety. These businesses operate in high-risk environments, managing biohazardous waste, sharps and pharmaceuticals, which demands precision and robust insurance coverage to prepare for potential accidents.

When a leading medical waste disposal firm faced steep increases in its Workers' Compensation and Auto Liability premiums at renewal, its private equity sponsor and insurance broker sought alternatives. The broker and PE firms longstanding relationship with Chubb presented an opportunity to engage a trusted partner.

A thoughtful solution for a complex renewal

Chubb approached the situation with a holistic thoughtful strategy, recognizing that this wasn't a simple quote-and-bind scenario. To accurately assess the risk, Chubb's underwriters conducted an in-depth analysis of the company's operational model, loss history and financial performance. What set Chubb apart was its ability to evaluate the strength of the private equity sponsor behind the company. Through regular communication with the broker and PE firm, Chubb gained insight into the sponsor's proactive oversight and commitment to operational improvements. This gave Chubb the confidence to craft a creative solution tailored to the company's needs.

Chubb coverage provided:

- Worker's Compensation
- Auto Liability

With a tight renewal deadline, Chubb provided an insurance solution that balanced protection with cost-efficiency. By implementing a structure with higher deductibles, the company was able to reduce premium costs while maintaining essential coverage. The new program ensured the company could continue its critical operations without compromising financial stability or insurance protection.

This case highlights Chubb's ability to partner with private equity sponsors to address complex insurance challenges. Chubb stands out in the PE-backed space due to its thoughtful underwriting, which involves a deep understanding of the risks and opportunities unique to each business. Its strong relationships with brokers and PE sponsors helped foster alignment and trust, while its ability to design tailored solutions ensures the coverage evolves with the needs of portfolio companies, even in high-risk industries.

By combining expertise, creativity and a commitment to long-term success, Chubb helps private equity-backed companies navigate insurance challenges and thrive in their industries. This case study demonstrates why Chubb is a trusted insurance carrier for PE-backed risks, offering innovative solutions and unwavering support in even the most complex scenarios.

Want to see how Chubb can help you solve unique risk challenges?

Contact your broker, agent, or local Chubb underwriter today.