

UNIVERSITY

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Curio412 & USI

Navigating Non-Profit Insurance:

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www.usi.com



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Agenda:

Today's Agenda

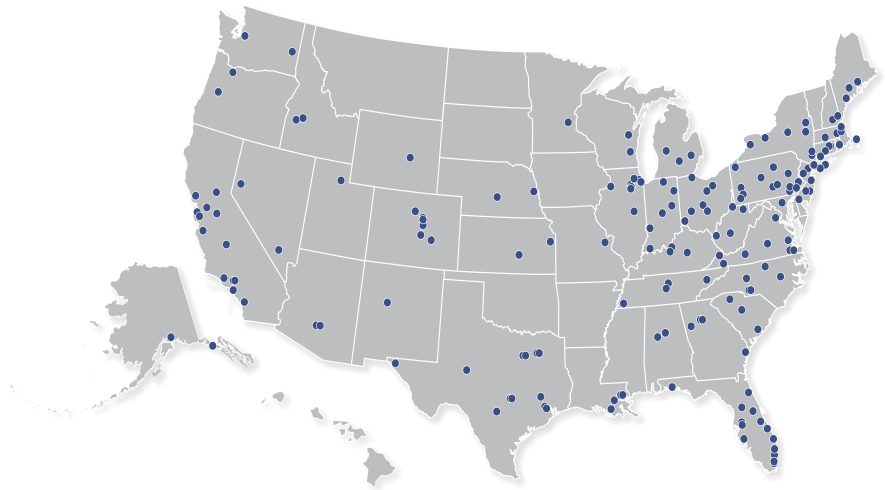
- Who is USI?
- Community & People
- Coverage Considerations
- Bio
- Q&A



USI Brings National Capabilities & Local Expertise

USI is a national insurance brokerage and consulting firm with approximately 200 local offices connected across the U.S. and a leading market position in all core businesses.

Leading National & Local Broker
Approaching \$2.5B in Revenue



- Commercial P&C
- Employee Benefits
- Personal Risk
- Programs
- Retirement Consulting

USI's National & Regional Presence

- Over 510 professionals with an average tenure of 10 years and specialists across a broad range of industries
- 6,000 + professionals including property & casualty, benefits and wholesale dedicated analytics, underwriting, wellness and compliance experts who make up the region's Technical Resources Team

USI's Pittsburgh Office

- 105 + local insurance professionals
- 50 + property & casualty specialists focused on enhancing client benefit programs and cost management



USI Focus on Our Community & People

At USI, we are committed to our communities, our employees and their families. We provide one-of-a-kind programs and support a culture of environmental sustainability.

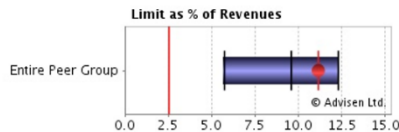
<p>USI Cares</p>	<p>USI Educates</p>	<p>USI Community</p>	<p>USI Green</p>	<p>USI Wellness</p>	<p>Summit Awards</p>	<p>PEAK Awards</p>	<p>Award Winning Culture</p>
<p>Helping Associates and their Families in Times of Need</p>	<p>Providing Associate Child Scholarships for College Education</p>	<p>Donating our Time, Talent and Treasure</p>	<p>Supporting an Eco- Friendly and Sustainable Environment</p>	<p>Industry- Leading Wellness Program to Improve Our Health</p>	<p>Rewarding our Great Service Associates</p>	<p>Compelling Producer Incentive Program</p>	<p>Global Recognition for Innovation, Culture, and Leadership 2018, 2019</p>



USI applies comprehensive analytical processes and tools to build a coverage structure to match each client's risk profile

loss interval	Frequency of Loss			Severity of Loss		
	number in interval	probability of loss in interval	probability that losses are less than lower end	amount in interval	probability of loss in interval	probability that losses are less than lower end
\$0 to \$25,000	221	91%	0%	\$898,132	35%	0%
\$25,001 to \$50,000	5	2%	91%	\$465,622	18%	36%
\$50,001 to \$100,000	7	3%	93%	\$537,591	21%	52%
\$100,001 to \$150,000	3	1%	96%	\$391,461	15%	73%
\$150,001 to \$200,000	3	1%	98%	\$174,576	7%	88%
\$200,001 to \$250,000	2	1%	99%	\$71,496	3%	95%
\$250,001 to \$350,000	1	0%	100%	\$61,066	2%	98%
\$350,001 to \$500,000	0	0%	100%	\$0	0%	100%
\$500,001 to \$1,000,000	0	0%	100%	\$0	0%	100%
\$1,000,001 to \$2,000,000	0	0%	100%	\$0	0%	100%
TOTALS	242	100%	100%	\$2,599,944	100%	100%

- Loss forecasting and other actuarial based analysis
- Benchmarking of premium and limits
- Contractual risk review and mitigation
- Classification evaluation
- Named insured(s) and additional insured(s) review
- Claims review for proper closing and reserving
- Market access, leverage and selection



Limit as % of Revenues (Boundary Values)

Group: Entire Peer Group

Boundary	
25th Percentile:	5.703 %
Median:	9.547 %
75th Percentile:	12.261 %
Average:	11.155 %
PGM Count:	20

Benchmarked Company Value: 2.500 %

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█ = Advisen Aggregate █ 25th Percentile █ █ = Benchmarked Company █ = Median █ = Average █ 75th Percentile



GENERAL LIABILITY

Classification Review

USI reviews General Liability class codes to identify errors and reduce premium cost

- Understand the activities that comprise the client's operations
- Compare results to carrier classifications to identify and value the financial impact of classifications
- Communicate changes to the underwriter for approval and to implement corrections

Revenue Category	Revenue Amount	GL Code
Metal Working NOC	\$378,003	95124
Machine Shop	\$1,912,763	94007
Warehouse NOC	\$6,630,646	97651
Repair/Maintenance	\$3,606,060	91560

Impact and Benefits

- Reduce premium cost by an estimated **10%-30%** by correcting classifications based on review
- Minimize impact of insurance company premium audits by correcting codes in advance

Diligent Evaluation to Ensure Accurate Premium Calculation





Alignment of Policy Coverage with Contractual Exposures

USI's Contract Review process evaluates the effectiveness of the existing insurance program to cover liability assumed under contract

- Evaluate policy language adequacy based on contractual requirements
- Recommend changes and quantify the associated financial impact
- Revise program structure and coverage terms and negotiate changes with underwriters

1. GENERAL LIABILITY: Paragraph 5.1.7 (a)(i) calls for General Liability limits of **\$2 Million per occurrence and \$2 Million general aggregate**. However, Company A 's GL policy provides the typical contractor's limits of \$1 Million per occurrence and \$2 Million general aggregate. Company A offers additional liability limits of coverage to its clients through its **\$10 Million Umbrella policy**. Company B may wish to confirm with the Owner that these coverage limits satisfy the GL coverage item.

2. "THIRD PARTY LIABILITY": Paragraph 5.1.7 (d) calls for "Third Party Liability" **limits of \$5 Million**. This appears to be a redundant request as this exposure (so called "third-party over claims") is covered by Company A's GL and Umbrella policies. Company B may wish to confirm with the Owner that these coverage limits satisfy this coverage item.

As a service to our clients, upon their request, [USI ENTITY] will review those portions of your contract regarding the insurance and indemnity requirements as they relate to your insurance program and provide comments and/or recommendations based upon such review. This service should not be taken as legal advice and it does not replace the need for review by the insured's own legal counsel.

Impact and Benefits

- Protecting against the financial impact of underinsured or uninsured losses that could otherwise be covered by insurance
- Promote and support contractual compliance
- Mitigate unreasonable insurance requirements in contracts



USI applies sophisticated actuarial tools to help our clients select a capital efficient structure for Workers Compensation Coverage

Workers Compensation | Calculation of Projected Losses

\$100,000 deductible

Projected Period Inception	Projected Period Expiration	Projected Losses		
		Selected Projected Pure Loss Rate	Projected Payroll	Projected Losses
09/07/13	09/06/14	\$1.93	\$24,000,000	\$463,200

Average Pure Loss Rates				
System Weighted	2 Year	3 Year	All Years	User
\$2.42				

Period Inception	Projected Period Inception	Projected Period Expiration	Projected Losses		
			Selected Projected Pure Loss Rate	Projected Payroll	Projected Losses
	09/07/13	09/06/14	\$2.45	\$24,000,000	\$588,000

Period Inception	Average Pure Loss Rates				
	System Weighted	2 Year Average	3 Year Average	All Years Average	User Weighted
09/07/06					
09/07/07	\$3.73	\$2.26	\$2.45	\$3.84	\$3.31
09/07/08					
09/07/09					
09/07/10					
09/07/11					

Period Inception	Pure Loss Rates Projected From Historical Data			
	Adjusted Losses	Adjusted Payroll	Pure Loss Rate (Per unit of Exposure)	User Defined Weight
09/07/06	\$404,978	\$15,106,000	\$2.68	100
09/07/07	\$812,978	\$16,455,896	\$4.94	50
09/07/08	\$1,400,739	\$17,410,423	\$8.05	50
09/07/09	\$522,527	\$18,370,169	\$2.84	100
09/07/10	\$448,919	\$19,825,848	\$2.26	100
09/07/11	\$528,919	\$23,389,392	\$2.26	100

- Loss forecasting and experience mod review
- Targeted risk control
- Classification evaluation
- Claims review for proper closing and reserving
- Alternative risk sharing strategy evaluation
- Market access, leverage and selection

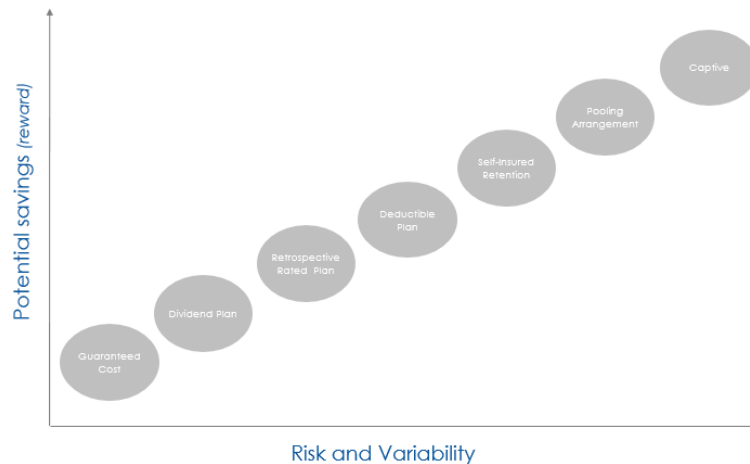


WORKERS COMPENSATION

Analyze and Design a Cost-Efficient Risk Financing Program

USI performs actuarial based analysis to design the most cost effective and operationally efficient risk financing program

- Review risk management profile to determine financing options consistent with strategic goals, objectives and risk appetite
- Evaluate benefits and considerations associated with each risk financing method
- Analyze projected program costs & cash flow benefits under selected financing methods



Impact and Benefits

- Reduce total cost of risk by upwards of **45%** including premium, recovery of carrier profit & admin load, claim costs, dividends and cash flow benefits
- Ensure that losses are paid in a cost-efficient manner and the assets and reputation of the organization are properly protected
- Buying decisions based on risk profile and analytically developed financial information versus carrier controlled

Improved Cost Efficiency and Control W/tailored Risk Financing Program



WORKERS COMPENSATION

All States of Operations Covered

Ensuring all states of operations mitigates risk when employees hired in one state are injured in another and can select benefits from either state

- Understand the make-up of the client's geographic employee hiring and jobsite exposure by payroll
- Ensure all states are properly accounted for on the policy
- Consider purchasing a short-term disability policy to close any coverage gaps associated with coverage differences between states of operation

Impact and Benefits

- Provide claims recovery up to each state's statutory benefits.
- Increase the predictability of insurance audit outcomes by allocating payroll to the correct state.

PART THREE — OTHER STATES INSURANCE

A. How This Insurance Applies

1. This other states insurance applies only if one or more states are shown in Item 3.C. of the Information Page.
2. If you begin work in any one of those states after the effective date of this policy and are not insured or are not self-insured for such work, all provisions of the policy will apply as though that state were listed in Item 3.A. of the Information Page.
3. We will reimburse you for the benefits required by the workers compensation law of that state if we are not permitted to pay the benefits directly to persons entitled to them.
4. If you have work on the effective date of this policy in any state not listed in Item 3.A. of the Information Page, coverage will not be afforded for that state unless we are notified within thirty days.

B. Notice

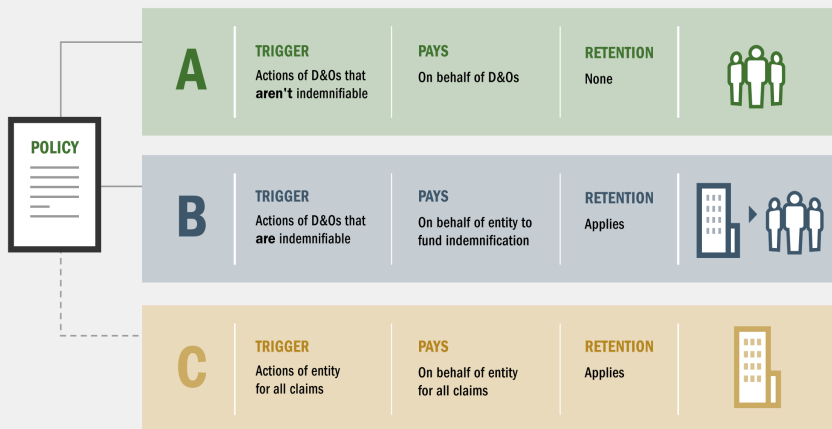
Tell us at once if you begin work in any state listed in Item 3.C. of the Information Page.

Provide Comprehensive Coverage for Your Multi-state Operations



USI reviews client specific D & O risk exposures and offers tailored coverage analysis and comprehensive program structure

Components of a D&O Policy for Private Companies



- Insured Entity Review
- Personal Asset Protection (side A)
- Pre-negotiated USI Proprietary Private Company D&O Endorsement Package
- Integrate EPLI, Crime and Fiduciary coverages with D&O
- Benchmark Limits and Retention
- Pre-negotiated Tail Coverage



DIRECTORS & OFFICERS LIABILITY

USI Proprietary Private Company Endorsement Pack

USI pre-negotiates exclusive coverage enhancements to provide broader protection and certainty of terms for USI MPS clients

- Evaluate client's risk profile and the need for MPS related protections
- Structure a comprehensive MPS program based on USI's evaluation
- Include USI's proprietary Private Company Endorsement wording and negotiate client specific terms as required

Impact and benefits

- Reduce exposure to uncovered loss **up to policy limits**
- Remove uncertainty in policy interpretation to ensure maximum claim recovery
- Exclusive pre-negotiated terms and conditions

The image shows a screenshot of a USI insurance application form titled "ACE EXPRESS PRIVATE COMPANY Management Indemnity Package Application". The form includes sections for "I. General Information" with fields for name, address, and nature of operations; "II. Financial Info" with a "Private Company Select Insurance Policy" endorsement; and "NOTICES" regarding coverage limitations and defense costs. The form also features the logos for ACE, AIG, and ZURICH.

Exclusive Pre-negotiated Pack Tailored for Private Companies



USI reviews client exposures related to employment risks and offers comprehensive coverage with appropriate limits and terms

Coverage is designed to protect against wrongful acts arising from the employment process, including those brought by Third Parties (non-employees), such as:

- Harassment
- Discrimination
- Wrongful termination
- Retaliation
- Defamation
- Unfair hiring practices

EEOC CHARGES <small>(www.eeoc.gov)</small>	FY 2013	FY 2014
TOTAL CHARGES	93,727	88,778
RACE (%)	33,068 35.3%	31,073 35.0%
SEX (%)	27,687 29.5%	26,027 29.3%
NATIONAL ORIGIN (%)	10,642 11.4%	9,579 10.8%
RELIGION (%)	3,721 4.0%	3,549 4.0%
RETALIATION (all statutes) (%)	38,539 41.1%	37,955 42.8%
RETALIATION (Title VII only) (%)	31,478 33.6%	30,771 34.7%
AGE (%)	21,396 22.8%	20,588 23.2%
DISABILITY (%)	25,957 27.7%	25,369 28.6%

- USI Proprietary Private Company Endorsement Pack
- Coverage for EEOC charges
- Defense costs for wage and hour disputes (FLSA)
- Expand Definition of “Employee” for Non-conventional Positions
- Include third party coverage
- Benchmark Limits and Retention



USI is optimizing EPL insurance in the age of #MeToo

USI EPS Experts (Executive and Professional Solutions) can:

- Create unique EPL coverages for sexual harassment and other EPL threats
- Review EPL coverage and work with USI internal GL experts to determine optimal structure for dealing with EPL claims vs claims of sexual abuse, molestation, etc.
- Provide clients access to sexual harassment and other EPL claim prevention tools, carrier training tools, and risk updates

Example of how USI optimizes EPL insurance to address sexual harassment risks through unique contract language:

Employment Harassment means:

(A) sexual harassment, including unwelcome sexual advances, requests for sexual favors, or other conduct of a sexual nature that is made a condition of employment with, used as a basis for employment decisions by, interferes with performance or creates an intimidating, hostile or offensive working environment within an **Organization**, even if not perpetrated by an **Employee, Executive, or Independent Contractor**; or

Impact and Benefits

- Average U.S. EPL Claim Settlement Cost for an SME: \$160,000.
- Average U.S. EPL Claim Settlement Cost for an Enterprise: \$350,000.
- Average US business' chance of being hit with an EPL suit in a given year: 11%.
- USI's EPS group has negotiated specific language that applies to an Insureds DIRECT and INDIRECT exposures **for sexual harassment by including non-employee and non-contractors as potential harassers.**



USI uses analytics tools to evaluate prior losses and structure Auto Liability programs that use client capital efficiently

Losses limited to \$250,000 per occurrence											
Policy Inception	10 Months	22 Months	34 Months	46 Months	58 Months	70 Months	82 Months	94 Months	106 Months	118 months	
Year 1	60,142	178,889	439,021	444,821	475,171	444,823	464,359	464,359	464,359	463,873	
	2.97	2.45	1.01	1.07	0.94	1.04	1.00	1.00	1.00	1.00	
Year 2	114,463	358,424	375,223	376,223	380,223	378,291	378,291	378,291	375,309	375,309	
	3.13	1.05	1.00	1.01	0.99	1.00	1.00	1.00	0.99		
Year 3	42,849	58,462	61,121	61,121	61,121	61,121	61,121	61,121	61,121	61,121	
	1.36	1.05	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	
Year 4	271,792	282,663	674,454	644,534	644,533	644,534	653,440	653,440	653,440	653,440	
	1.04	2.39	0.96	1.00	1.00	1.01	1.00	1.00	1.00	1.00	
Year 5	272,529	338,924	386,209	452,312	446,918	444,526	448,971	448,971	448,971	448,971	
	1.24	1.14	1.17	0.99	0.99	0.99	1.00	1.00	1.00	1.00	
Year 6	135,923	210,213	513,197	573,899	559,676	554,079	559,620	559,620	559,620	559,620	
	1.55	2.44	1.12	0.98	1.00	1.00	1.00	1.00	1.00	1.00	
Year 7	548,266	692,830	820,252	1,228,712	1,240,999	1,228,589	1,240,875	1,240,875	1,240,875	1,240,875	
	1.26	1.18	1.60	1.00	1.00	1.00	1.00	1.00	1.00	1.00	
Year 8	130,987	143,017	142,652	158,344	159,927	158,328	159,911	159,911	159,911	159,911	
	1.09	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	
Year 9	362,608	617,007	981,041	1,088,956	1,099,845	1,088,847	1,099,735	1,099,735	1,099,735	1,099,735	
Year 10											

Projected Losses					Average Pure Loss Rates					
Avg. LDF	Projected Period Inception Date	Projected Period Expiration	Selected Proj. Pure Loss Rate	Projected Vehicles	Projected Losses	System Weighted	2 Year	3 Year	All Years	User Weighted
Agg. LDF	3/31/2015	3/30/2016	\$2,800	550	\$1,540,000	\$3,802	\$2,390	\$2,786	\$4,156	\$3,590

Policy Period Detail					
Period Inception	Period Expiration	Adjusted Losses	Number of Vehicles	Pure Loss Rate per Vehicle	User Defined Weight
3/31/2010	3/30/2011	\$1,587,076	387	\$4,101	1.0
3/31/2011	3/30/2012	\$2,762,088	332	\$8,320	0.3
3/31/2012	3/30/2013	\$1,548,221	432	\$3,579	1.0
3/31/2013	3/30/2014	\$1,138,543	530	\$2,148	1.0
3/31/2014	3/30/2015	\$1,447,410	550	\$2,632	0.3

- Loss forecasting and other actuarial based analysis
- Benchmarking of premium and limits
- Vehicle classification evaluation
- Driver safety training
- Named insured(s) and additional insured(s) review
- Claims review for proper closing and reserving
- Market access, leverage and selection



Coverage for Hired and Non-owned Automobile

USI customizes coverage for employees when they drive for business in a vehicle that is not owned by the business

- Review the client's operations and it related exposure to non-owned auto losses
- Amend coverage to vehicles owned & operated by employees for business or vehicles that are rented for short periods
- Negotiate with underwriter for terms and condition and appropriate pricing charge

Impact and Benefits

- Reduce exposure to uncovered loss up to policy limits of **\$1MM**
- Provide liability coverage for all rented or employee-owned vehicles at minimal cost

8	Hired "Autos" Only	Only those "autos" you lease, hire, rent or borrow. This does not include any "auto" you lease, hire, rent or borrow from any of your "employees", partners (if you are a partnership), members (if you are a limited liability company) or members of their households.
9	Non-owned "Autos" Only	Only those "autos" you do not own, lease, hire, rent or borrow that are used in connection with your business. This includes "autos" owned by your "employees", partners (if you are a partnership), members (if you are a limited liability company) or members of their households but only while used in your business or your personal affairs.



Coverage for Patient Transportation in Company or Employee's Personal Auto

USI improves policy terms to ensure that Auto Liability is provided for the transportation of passengers or patients

- Review company practices regarding the transportation of patients or passengers in company-owned or employee's personal auto.
- Review policies and procedures for drivers.
- Structure appropriate auto liability coverage with sufficient policy limits

Impact and Benefits

- Prevent uncovered claims up to policy limits, including legal defense coverage.
- Improved Enterprise Risk Management to better protect the organization.

PUBLIC OR LIVERY PASSENGER CONVEYANCE EXCLUSION

This endorsement modifies insurance provided under the following:

AUTO DEALERS COVERAGE FORM
 BUSINESS AUTO COVERAGE FORM
 MOTOR CARRIER COVERAGE FORM

With respect to coverage provided by this endorsement, the provisions of the Coverage Form apply unless modified by the endorsement.

A. Changes In Covered Autos Liability Coverage

The following exclusion is added:

Public Or Livery Passenger Conveyance

This insurance does not apply to any covered "auto" while being used as a public or livery conveyance for passengers. This includes, but is not limited to, any period of time a covered "auto" is being used by an "insured" who is logged into a "transportation network platform" as a driver, whether or not a passenger is "occupying" the covered "auto".

USI Provides Auto Liability for patient or passenger transportation





USI reviews client's exposures related to cyber/privacy risks and offers comprehensive coverage with appropriate limits and terms

CYBER BREACH EXPOSURE

Theft, loss, or unauthorized disclosure of personally identifiable non-public information or third party corporate information

CYBER HACKING EVENT

Unauthorized users or organized criminals access systems to inflict financial and/or reputational damage through theft of data, data destruction, data leaks, etc.

EXPOSURE TO SOCIAL ENGINEERING

Hacker uses non-technical methods (trickery) to induce people to break normal security procedures and create a financial exposure to a company

CYBER EXTORTION EVENT

Cyber-attack or threat that involves demand for money to avoid or stop the attack

- Insured Entity Review
- Benchmark Limits and Retention
- USI Proprietary PrivaSafe Program
- Exclusive BrandGuard Extension
- Exclusive Cyber Terrorism Coverage



CYBER

Network Security and Privacy Liability Coverage

Privacy Liability coverage is moving to the fore of Cyber Risk – USI secures for all Cyber clients

- The Media, especially in the US, continues to focus on Breach Response costs and now Social Engineering losses, etc.
- However, several federal appellate courts and a host of state supreme courts have expanded liability provisions over the last 12 months
- USI has identified this pattern as mirroring the Asbestos liability trail and has worked to secure Privacy Liability coverage for all Cyber clients, as well as providing customized definitions and grants

Named Coverage II: Security and Privacy Liability

The Underwriters will pay on behalf of an **Insured** the sums in excess of the **retention** and within the applicable Limits of Liability that such **Insured** becomes legally obligated to pay as **damages**, including liability **assumed under contract**, and related **claim expenses** resulting from a **claim** for an actual or alleged **security and privacy wrongful act**, but only if: 1) the **claim** is first made against the **Insured** during the **policy period** or **extended reporting period** (if applicable), 2) the **claim** is reported to the Underwriters in writing in accordance with Section 11 of this Policy, and 3) the **security and privacy wrongful act** takes place on or after the applicable **retroactive date**.

Impact and Benefits

- Broad form cover that responds to liability claims (i.e., not breach response costs, but lawsuits, etc.) providing defense and settlement coverage
- USI seeks to secure for all placements, and it is automatically included on all PrivaSafe and all endo pack provider carriers
- Typical limits range between \$1MM and \$10MM

Coverage for Liability in a Cyber Breach (not notice costs)



CYBER

Cyber Extortion and Ransomware Coverage

USI provides coverage for the most severe types of Cyber threats including Cyber Extortion and Ransomware

- USI EPS analyzes Ransomware/Cyber Extortion threat potential – class of business, back up practices and several other client specific factors.
- This analysis informs policy terms negotiations for “broad form” Extortion and Ransomware coverage.
- Implement needed training focus for employees with USI and carrier tools.

Impact and Benefits

- Ransomware YoY incident increase of 131% in 2019 – and up 25%+ in Q1-Q2 2020.
- Massive increase in the ransom sought – the average Ryuk malware variant sought a ransom of \$780,000 in 2019. All firms are critically exposed to this threat.
- USI Cyber “PrivaSafe” placements offer full limit (\$10M+) coverage for Cyber Extortion/Ransomware.



USI provides broad form Cyber solutions for Ransomware



CYBER

Social Engineering (aka “Phishing” and “Business Email Compromise” Coverage)

USI PrivaSafe offers cyber insurance, and risk management, for Social Engineering/Phishing risks

- USI Social Engineering Analysis offers both Cyber and Crime coverage analysis.
- USI can provide clients access to Social Engineering training, awareness and recovery process planning.
- USI PrivaSafe Cyber can offer unique Social Engineering coverage.

USI PrivaSafe Cyber insurance for Social Engineering and Phishing unique coverage language example:

Subject to the applicable **retention** and Limits of Liability, the Underwriters will pay for:

1. **Your phishing fraud loss** that you sustain because of phishing fraud
2. **Client phishing fraud loss** that **you** sustain because of client phishing fraud

Impact and Benefits

- Social Engineering loss up to \$75,000 per successful attempt in 2019; over \$150,000 out of U.S.
- Email, SMS texting attacks (“smishing”) and even phone calls with a live person (“vishing”) are now attack vectors.
- USI’s EPS group has negotiated specific Social Engineering language with limits of \$100k-\$500k+ available.

Addressing the Inevitable – Social Engineering/Phishing Attacks



Industry Specific Risk Control - Cyber Security Risk Mitigation Program

A Cyber Security Risk Mitigation program can reduce the risk of a breach and protect confidential medical information, preserve operations and reduce the risk of a hack

- USI Risk control consultants and the USI Cyber team work closely with clients to identify cyber exposures and develop a customized risk control program to include the review of existing cyber security policies and procedures; identification (pre-loss) of a Data Breach Coach.
- They will also help to identify forensic accountants and PR firms; develop written policies and procedures regarding computer access; and establish password requirements.
- Additionally, they will assist clients with Tabletop Exercises and the development of an Incident Response Plan.



Impact and Benefits

- Safeguarding of digital data; prevention of successful cyber attacks
- **Prevents average loss of \$3.7M in breach costs for healthcare organizations**
- Protection of personal patient identification and confidential health information
- Reduced risk of lawsuits and legal expenses, protection of Reputation

Mitigates risk and potential losses from breaches and hacking



CYBER

USI Exclusive PrivaSafe

USI's PrivaSafe solution provides comprehensive Cyber Security and Privacy Risk Management/ Insurance for Middle Market companies

- Evaluate Insured's exposure against the PrivaSafe Carrier(s) 10+ coverage grants and unique policy wording
- Highlight the PrivaSafe program benefits (i.e. breach notification costs and defense costs outside the limit, full reputational harm cover, etc)
- Discuss Insured risk management tools including employee training and industry specific Cyber 'best practices' guidance

Business leaders believe they have Cyber coverage. In fact, many carriers are now specifically **excluding** cyber exposure in non-cyber covers.

Miscellaneous E&O	Property	General Liability	Crime
<ul style="list-style-type: none"> Typically excludes a security breach Typically tied to/requires an act of negligence in delivering professional services to trigger coverage Specific Exclusions 	<ul style="list-style-type: none"> Coverage is specific to physical loss or damage to tangible property Courts have consistently held that data is not tangible property Sublimits are small for Property Damage due to a Cyber attack 	<ul style="list-style-type: none"> Excludes damage to and corruption of electronic data Covers only "tangible" property Personal & Advertising Liability does not cover violations/misuse of private information Specific Exclusions 	<ul style="list-style-type: none"> Covers loss due to employee theft of money, securities or other property Property must be tangible and have intrinsic value No coverage for confidential information Specific Exclusions

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Impact and Benefits

- Addresses Cyber and Privacy coverage needs of Mid Market clients up to #1B in revenue
- Provides **20+** pre-negotiated coverage enhancements providing additional limits between **\$100K and \$10MM.**
- Access to PRE AND POST CYBER RISK MANAGEMENT TOOLS to assist clients with Cyber education and response

Protect Against Continuously Morphing Cyber Risk and Threats



Ivan I. Usero

Vice President, Select Practice (Property & Casualty) Mid-Atlantic Region - Pittsburgh



Ivan Usero is a results' driven VP, working out of the Pittsburgh office in the Mid-Atlantic region. Ivan started with USI in 2019 but brings a total of over 9 years in the insurance industry, and over 17 years in sales. Currently licensed in 29 states, Ivan specializes in (but is not limited to) the following verticals:

1. Construction/Contractors & related industries
2. Transportation
3. Manufacturing
4. Scrap Yard & Recycling Operations
5. Commercial Real Estate ; Technology ; Non-profits

Before USI, Ivan served as Agency Vice President for the Daniel Carinci Agency, LLC from 2013 to 2019 where he led expansion/growth initiatives that increased the client base and directly affected the bottom line. He earned his bachelor's from McNulty School of Liberal Arts at Duquesne University where he majored in Political Science and focused on a minor in History. Ivan also earned a Masters in Organizational Studies from Robert Morris University, with an Employee Relations focus.

Ivan serves as the President for the Pittsburgh Metro Area Hispanic Chamber of Commerce, on a 100% volunteer basis. The Chamber serves as the principle regional advocate for the Hispanic business community's civic and economic interests. It is the mission of the Chamber to develop, promote, and advocate on behalf of Hispanic Businesses & professionals in the Pittsburgh region, while encouraging the advancement and economic growth of Pittsburgh's Hispanic Community. Originally from San Juan Puerto Rico, Ivan now lives in downtown Pittsburgh and makes the Steel City his home. A huge fan of the Pittsburgh Steelers, Ivan is also a member of the Pittsburgh Steelers Foundation and the Pittsburgh Steelers Foundation's Board of Directors.



NEXT STEPS

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