



Core Appetite Series

## Professional Indemnity Development Team

### Pursuing Better Together®. It is our promise to our brokers to:

- Listen, share insights and work together to deliver informed solutions.
- Build trusting, respectful and responsive relationships.
- Understand your goals and explore possibilities together.

Our Professional Indemnity products are suitable for a comprehensive range of businesses. The in-depth knowledge of our regional underwriters and a wide-reaching risk appetite makes these products relevant across most industry sectors.

#### Accountants:

Accountancy firms where the insured is a specialist and focused on:

- Accountancy and Audit work for unquoted Companies and Small Traders
- Bookkeeping and HR payroll
- Management Consultancy

#### Architects:

- Individual contract values to £10m
- Domestic and Commercial projects

#### Design & Construct:

Building Services, Electrical and General Contractors with:

- Full in-house design
- Contingent exposures: TP design on behalf of the insured
- Construction only exposures
- High value individual contract limits

#### Engineers:

- Building services engineers
- Heating and ventilation
- Electrical and mechanical engineers

#### IT/Tech:

- Bespoke development of software
- Hardware installation and maintenance
- Risks with licenses for third party shrink wrapped and customized software
- Training and consultancy services

#### Media:

- Advertising agents
- Marketing consultancy & research
- PR & Design

#### Recruitment Consultants:

(Permanent and Temporary placements) Placement of staff within the following sectors:

- Clerical, IT/Tech
- Catering staff
- Any other professional staff e.g. accountants, insurance, architects etc.

#### Surveyors:

- Estate and letting agents
- Property Management
- Auctioneers
- Building and Quantity Surveyors

#### Miscellaneous:

- Broad A-Z appetite with nil excess where appropriate

#### Excess Layers:

- Up to £5m placement

#### Free Contract Review Service for all Arch Construction Policyholders

- Arch Insurance UK have secured the services of DWF LLP to provide free legal advice to their SME Construction, Architect and Engineering Policyholders on appointments, collateral warranty documents or novation agreements to assess whether the terms of these are likely to impact on their Professional Indemnity Insurance protection. Further details provided with quotations.

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# Professional Indemnity Development Team



**Martin Joyce**

Head of Financial Lines, UK Regions  
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Martin Joyce has responsibility for financial lines across the UK Regional Trading Offices, the core of which is our growing regional presence in the UK Commercial PI market. Martin joined Arch in January 2019 following the acquisition of the UK Regional Division from the Ardonagh Group. When Martin joined Arch he held a similar position developing the PI, Management Liability and SME proposition to market. Martin has 30 years in the industry with the last 14 in Financial Lines where he managed the DUAL Corporate Risks regional business for close to 10 years.

**Gerry Bowditch**

Underwriting Manager  
 Professions & Construction  
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Gerry joined Arch in October 2019 having previously held Financial Lines Senior Development Underwriting positions at RSA, AIG, Brit and a broker owned MGA prior to joining Arch. With over 30 years of experience Underwriting regional PI, developing brokers relationships & managing binding authorities Gerry is an established presence in the regional PI market.

**Kirsty Blois**

Underwriting Manager  
 Emerging and Miscellaneous PI  
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Kirsty Blois joined Arch in 2022 and has over 24 years industry experience and has held underwriting roles at Robertson Taylor, the Oval Group and the past 12 years at Hiscox. Kirsty will be responsible for continuing the growth of the Financial and Professional Lines offering, across the South East and Midlands Regions.

**Colin Railton**

Senior Underwriter – North  
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Colin has responsibility for all PI business into Arch Manchester and Leeds branches. He joined ARCH in January 2019 following the acquisition of the UK Regional Division from the Ardonagh Group. Prior to that Colin has over 20 years experience as underwriter and senior underwriter for QBE and HCC.

**Stephanie Watson**

Senior Underwriter – Scotland and NI  
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Stephanie Watson joined Arch Insurance in 2022 as a senior underwriter in the Financial and Professional Lines team. Stephanie has over 13 years industry experience while working at Hiscox for four years and Zurich for nine years before that. Stephanie is ACII qualified and has a broad mix of development, account management and technical underwriting skills specialising in Professional Indemnity insurance.

**Hayley Bilas**

Development Underwriter PI - SW/Midlands  
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Hayley Bilas joined Arch in 2023 as development underwriter in the UK Regional Financial and Professional lines team. Hayley joined Arch from Liberty where she was a PI underwriter and has over 19 years industry experience. Hayley will be responsible for contributing to the growth of the Midlands and Southwest book.

**Timothy Rolph**

Development Underwriter PI - South Region  
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Timothy Rolph joined Arch in 2023 as development underwriter in the UK Regional Financial and Professional lines team, responsible for managing broker partners across the South of the UK. Prior to joining Arch, Timothy was a development underwriter within the Hiscox Contingency Insurance team for six years, responsible for multiple regions across the UK.