



**Pursuing  
Better  
Together<sup>®</sup>**

**Alternative Markets**

**[archinsurance.com](https://archinsurance.com)**



Arch's Alternative Markets division writes group captive programs consisting primarily of workers' compensation, general liability and automobile lines of business.

## PRODUCTS

- Workers' compensation.
- General liability.
- Automobile.

## CUSTOMER PROFILE

We entertain groups or individuals looking to take back a significant portion of their primary liability risks through a Captive or Rent-a-Captive. We will look at most classes of business – the key is the insured's desire to take control of its primary program through a captive insurance company.

## TARGET CLASSES

Classes that have been successful include:

- Contractors – commercial.
- Transportation – commercial hauling.
- Restaurants and service franchisees.
- Commercial food growers and distributors.
- Retail stores.
- Manufacturers.

Limitations:

- Aviation and environmental risks.
- Auto liability for public transportation.

## MINIMUMS & LIMITS

- Group accounts with a minimum premium of \$5 million.
- Individual accounts with a minimum premium of \$3 million.
- Retentions from \$300,000 to \$1 million.

## FEATURES

- Group captive, Rent-a-Captive or single parent captive can be used.
- Unbundled service model for claims handling and other captive services.

## DISTRIBUTION

- Select captive specialty brokers and consultants.
- Brokers with alternative market expertise.

## SUBMISSION INFORMATION

- Complete application for each insured.
- Minimum five years currently valued loss data (seven years for construction accounts).
- Details on all claims greater than \$25K.
- Details on the proposed captive, structure and service providers.
- Preferred actuarial feasibility study or review.

Arch's Alternative Markets division is comprised of experienced underwriting professionals with extensive expertise focusing on the captive insurance marketplace. Our dedicated team has a deep understanding of the alternative market and structuring captive programs.

We are a dedicated underwriting, claims, finance, actuarial, risk control and premium audit group that specializes in providing captive solutions. Homogeneous and Heterogeneous Group Captives are our primary focus. Our team understands the intricacies and nuances of captive transactions. We can help structure your program with flexible coverage offerings and responsiveness. We offer excellent access to quality issuing paper and risk transfer.

### Alternative Market Benefits

- Unbundled service model for greater client customization.
- Limited distribution strategy.
- Dedicated underwriting, finance, operations and claim team.
- Deep understanding of the captive marketplace including speed, responsiveness and flexibility.
- Flat organizational structure with access to decision makers.

## THE ARCH DIFFERENCE



Specialized  
Expertise



Limited Distribution



Superior Service



Growth Minded



Responsiveness

To learn more, visit us at [archinsurance.com](https://archinsurance.com)

### National Contacts

#### Rich Stock

Chief Underwriting Officer,  
Casualty and Surety  
D: 651 855 7160  
[rstock@archinsurance.com](mailto:rstock@archinsurance.com)

#### Bill Murphy

Executive Vice President,  
Alternative Markets  
D: 860 760 4032  
[wmurphy@archinsurance.com](mailto:wmurphy@archinsurance.com)

### Northeast/Southeast

#### Chet Koelsch

Senior Vice President,  
Chief Underwriting Officer,  
Alternative Markets  
D: 860 275 6534  
[ckoelsch@archinsurance.com](mailto:ckoelsch@archinsurance.com)

### Central/West

#### Christopher Nash

Senior Vice President,  
Underwriting,  
Alternative Markets  
D: 203 980 3644  
[cnash@archinsurance.com](mailto:cnash@archinsurance.com)