



We strive to be your first call for property and casualty (P&C) solutions by providing a comprehensive, customized and convenient approach to insuring Financial Institutions and Professional Services (FIPS). We offer multi-line P&C products and differentiate through a team of dedicated FIPS underwriters who value long term, holistic relationships across all lines of business.

### PRODUCTS

- Workers' compensation.
- Automobile liability and physical damage.
- General and product liability.
- Property.
- Umbrella or excess liability.

### CUSTOMER PROFILE

- Middle market clients, often with \$10M to \$1B+ in annual revenues.
- Target industry segments include:
  - Accountants.
  - Brokerage Firms.
  - Business Services.
  - Credit Unions.
  - Insurance Companies.
  - Internet Banks.
  - Investment Banks.
  - Investment Managers/Advisors.
  - Law Firms.
  - Mortgage Companies.
  - Retail and Commercial Banks.
  - Savings and Loans Associations.

### PROGRAM STRUCTURE

- Minimum account premium of \$100,000.
- Casualty
  - Guaranteed cost and low-end loss sensitive.
  - Multiple flexible rating options.
  - Loss responsive and fixed dividend plans available for Workers Compensation.
- Property
  - Policy limit up to \$150M.
  - Covers United States, including its territories and possessions. Foreign locations cannot be included.
  - Comprehensive all-risk form, clear definitions, and boiler and machinery fully embedded.

### DISTRIBUTION

- Limited and preferred retail brokers.

### RISK CONTROL

- Dedicated risk control manager and support team with extensive FIPS knowledge and experience.
- Fully customizable suite of services for the FIPS industry including workplace design analysis, business continuity planning, industrial hygiene engineering, fleet safety, slip, trip and fall protection and ergonomic risk factors that may impact employee health and well-being.
- Complimentary access to a comprehensive platform provided by Zywave that contains a wide range of Financial Institutions and Professional Services specific resources designed to help insureds with a variety of safety, training, risk management, HR and compliance support.

### CLAIMS

- Dedicated claim account managers and liaisons, responsible for account management, service and oversight.
- Major case claim specialists to assist in strategic management of high exposure cases.
- Preferred partnerships with third party administrators.

## Seamless coordination and integration with other products including:

- Cyber.
- Directors and Officers.
- Employment Practices.
- Fidelity.
- Fiduciary.
- General Partnership.
- Kidnap and Ransom.
- Multinational.
- Professional.
- Surety.
- Transactional Risk.

## Key Differentiators

- Limited and preferred distribution model.
- Specialized FIPS underwriting, risk control and claims teams.
- Multidisciplinary underwriting approach and seamless coordination with specialty lines.
- Specialized Claim Account Managers to coordinate claims across product lines.
- Broad industry-specific coverage terms and conditions to meet the needs of FIPS risks.
- Focus on speed, responsiveness and flexibility.

## THE ARCH DIFFERENCE



Specialized Expertise



Responsiveness



Consistency



Tailored Customer Needs



Relationship Oriented

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

### National Contacts

#### Nick Bozzi

Senior Vice President,  
Middle Market Solutions  
D: 212 271 8358 | M: 856 816 3502  
[nbozzi@archinsurance.com](mailto:nbozzi@archinsurance.com)

#### Brian Maneff

Vice President,  
Middle Market Solutions  
D: 646 492 5613 | M: 732 397 0535  
[bmaneff@archinsurance.com](mailto:bmaneff@archinsurance.com)

#### Laura Zoltan

Senior Vice President,  
Industry Practice Lead  
D: 646 563 6356 | M: 201 390 0966  
[lzoltan@archinsurance.com](mailto:lzoltan@archinsurance.com)