



**Pursuing
Better
Together®**

National Account Casualty

archinsurance.com



National Accounts Casualty carrier providing customized unbundled primary and excess casualty loss-sensitive insurance programs. We offer our clients a consistent, flexible and individual account oriented solution through a **professional approach** and a **personal experience**.

Key Product Features

**Appetite Includes
85% Of
SIC Codes**

**Individual
Account
Underwriting**

**\$10M In
Capacity**

**Buffer Excess
Follow Form**

**Hybrid
Collateral
Solutions**

**Choice Of
Counsel For
Most Program
Structures**

PRODUCTS

- Workers' compensation.
- General and product liability.
- Automobile liability.
- Defense Base Act.
- Umbrella/Excess.

CUSTOMER PROFILE

Our typical clients have loss-sensitive, unbundled program structures and value long-term relationships and risk management. Sample industries include, but are *not limited to*:

- Financial institutions.
- Food and beverage.
- Healthcare.
- Hospitality.
- Manufacturing.
- Retail and wholesale distributors.
- Service.

PROGRAM STRUCTURES

Large retentions – \$100,000 and higher; Incidental guaranteed cost exposures may be considered.

- Deductibles.
- Corridors.
- Self-insured retentions.
- Captives.
- Fronted programs.
- Retrospectively rated programs.

COLLATERAL

- Flexible programs.
 - Collateral installments.
 - Collateral step-up.
 - Collateral buy down options.
- Security types accepted:
 - Letters of credit.
 - Depleting cash and non-depleting cash.
 - Trusts.
 - Surety.

SERVICE DELIVERY

- **Claims** – Individual Claim Account Managers who partner with clients and third-party administrators (TPAs) to manage claims and ensure best outcome. Approved TPA list:
 - Athens Administrators.
 - Broadspire/Crawford.
 - CBSC (Cottingham Butler Claims Service)
 - CCMSI.
 - Constitution States Service Company (CSSC).
 - Corvel.
 - Gallagher Bassett.
 - Helmsman.
 - LWP (only Workers' Compensation in CA and AZ).
 - PMA.
 - Sedgwick CMS (includes York as of 9/1/19).
- **Risk Control**
 - Customized and consultative risk control services.
 - Complimentary access to Arch Insurance's Risk Control Portal, provided by Zywave.
- **Predictive Analytics** – Claim impact tools for early intervention to mitigate total cost of risk.

Large Account Casualty Features	Customer Benefits
Loss-sensitive unbundled experts.	Minimize embedded program costs; build long-term sustainable program structures.
Service-oriented team.	Easy access to staff who are willing to find the best solutions for clients.
Individual account approach, rather than portfolio underwriting.	Evaluate each risk on its merits, allowing us to stand by clients in difficult times.
Consistent and flexible underwriting and credit approaches.	Avoid surprises and volatility to optimize outcomes.
Empowered underwriting.	Quick decisions to complex problems.
Key decision-makers are invested throughout the relationship.	Develop relationships at the highest levels to ensure stability and consistency.
Consultative claims and risk control services.	Clients lead their risk management programs with customized support as needed.

THE ARCH DIFFERENCE



Individual Account Underwriting



Responsiveness



Consistency



Long-Term View



Growth Minded

To learn more, visit us at archinsurance.com

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