

# Middle Market Solutions

Pursuing  
Better  
Together®

We strive to be your first call for property and casualty (P&C) solutions by providing a comprehensive, customized and convenient approach to insuring middle market risks. We offer multi-line P&C products and differentiate through industry-focused teams of 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, typically with \$10M to \$1B+ in annual revenues.

## PROGRAM STRUCTURE

- Guaranteed cost and low-end loss sensitive.

## DISTRIBUTION

- Limited and preferred retail brokers.

## INDUSTRY SPECIALIZATION

Target clients operate in industries where we have robust product capabilities and dedicated Industry Practice Groups:



### Private Equity

- Private equity firms and private equity-backed companies.



### Healthcare

- General treatment, coordinated care, testing, pharmacy and surgical facilities.



### Financial Institutions and Professional Services

- Banks, insurance companies, asset managers and other diversified financial firms.
- Law firms, accountants and business services.



### Technology and Telecommunications

- Electronics manufacturing, software development, computer programming, data processing, infrastructure support and telecommunications service providers.



### Real Estate and Hospitality

- Commercial property owners (office buildings, light industrial facilities, condo associations, mixed-use buildings), funds and investment managers, agents, brokers and property managers.
- Business traveler, boutique and luxury hotels, and family style restaurants and fine dining restaurants.

## THE ARCH DIFFERENCE



Specialized  
Expertise



Relationship  
Oriented



Superior Service



Growth Minded



Creativity

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)

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