



## BHSI TEAM & CULTURE

- Highly experienced people, from diverse backgrounds, empowered to act
- Entrepreneurial spirit driven by performance and customer focus
- Integrated team demonstrates the best of Character & Capability
- Flat, efficient & responsive structure

## PRODUCT OFFERING

- Professional First Lawyers Professional Liability
- Professional First Technology E&O
- Professional First Miscellaneous Professional Liability
- Professional First Media Liability
- Professional First Network Security & Privacy

## COVERAGE DESIGNED FOR YOU

- Primary blended E&O/Cyber form
- Primary stand-alone Cyber form
- Broad appetite with a focus on Professional Service firms with \$500M + revenue
- \$25M in capacity (additional capacity available on select risks)
- Follow Form Excess Policy with the ability to be flexible and customized
- Quota-share options available

# yes.

WE CAN TAILOR THAT  
COVERAGE FOR YOU.

## CUSTOMER & BROKER ENGAGEMENT

- Customer Advisory Board provides unfiltered feedback
- Claims Service Survey of customer satisfaction
- Employee goals include rigorous service standards & customer focus
- Timely issuance of quotes, binders, policies & endorsements

## SPECIALIZED CLAIMS EXPERTISE

- In-house claims handling group with deep experience in complex, high-value claims and settlements
- Claims handling group fully integrated with our underwriting team
- Collaborative, consultative philosophy where customers have direct access to decision-makers
- Streamlined Claim Reporting
- Strong relationships with top defense firms
- Singular focus on helping customers get the best outcomes when they have a claim
- Claims handling service backed by unmatched financial strength

## FINANCIAL STRENGTH YOU CAN TRUST

- Berkshire Hathaway's National Indemnity group of insurance companies hold financial strength ratings of A++ from AM Best and AA+ from Standard & Poor's.
- As of 06/30/2020 the National Indemnity group of insurance companies had \$316.5 billion in total admitted assets, with a \$185.2 billion in policy holder surplus

\*source: Balance sheets as of 06/30/2020 for the Berkshire Hathaway National Indemnity group of insurance companies.

# COVERAGES AVAILABLE

## ■ Lawyer Professional Liability

### Targeted Customers

Firms with 100+ attorneys

### Select Customers

Firms with 50-100 attorneys

## ■ Miscellaneous Professional Liability

### Targeted Customers

Staffing Firms  
Management Consultants  
Marketing Firms  
Real Estate Firms

### Not In Appetite

Escrow Agents  
Manufacturers  
Title Agents  
Property Developers

## ■ Technology Services E&O

### Targeted Customers

IT Training  
IT Staffing Firms  
Internet Service Providers  
Software Design and Development  
System Integration

Technology Consulting  
Telecommunications Consulting Services  
Managed Service Providers

## ■ Network Security & Privacy

### Targeted Customers

Professional Service Firms  
Technology / Telecom Companies  
Financial Institutions  
Asset Managers, Banks, Insurance  
Companies

### Select Customers

Healthcare  
Retail

### Not In Appetite

Power Utilities  
Energy Companies  
Municipalities  
School Districts  
Higher Education  
Non Profits

# RISK MANAGEMENT / VENDORS

### Forensic Investigations

#### Kivu Consulting, Inc.

Winston Krone, Esq  
415.524.7322  
wkrone@kivuconsulting.com

#### LWG Consulting Inc

Tim Christ  
847.559.3000 x7076  
tchrist@lwgconsulting.com

#### Mandiant, A FireEye Company

Mandiant Support  
877.347.3393  
inbounds@mandiant.com

#### Verizon RISK Team

Chris Novak  
914.574.2805  
chris.novak@verizonbusiness.com

#### Ankura

Darin Bielby  
215.832.4485  
darin.bielby@ankura.com

#### CrowdStrike Services, Inc.

Charlie Groves  
303.887.0506  
charlie.groves@CrowdStrike.com

#### Stroz Friedberg

Mark Massey  
415.343.3894  
mmassey@strozfriedberg.com

### Credit Monitoring and Notification

#### AllClear ID, Inc.

Bo Holland  
512.913.1923  
bo.holland@allclearid.com

#### Experian Data Breach Resolution

Ozzie Fonseca  
949.567.3851  
ozzie.fonseca@experian.com

### Public Relations

#### Fleishman – Hillard International Communications

Harry Frazier  
434.972.9881  
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### Breach Coaches

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#### Hunton & Williams LLP

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212.309.1223  
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#### Mullen Coughlin

John Mullen  
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#### Wilson Elser Moskowitz Edelman & Dicker LLP

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For more information, contact info@bhspecialty.com.

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