






# 5 GLOBAL COVERAGE AND SERVICE ADVANTAGES

## FOR TECHNOLOGY COMPANIES


- #1  **Controlled Master Program Options**
- #2  **Coordinated Foreign and Domestic Coverages**
- #3  **Freedom of Services (FOS) Policy**

- #4  **Dedicated Technology International Specialists**
- #5  **Full Member of International Network of Insurance (INI)**

**Global markets bring new customers and opportunities for technology companies. As technology companies expand, they face key global risks.**

### Travelers Advantage #1 **Controlled Master Program Options**

These coverage programs are designed to create seamless worldwide protection for the foreign exposures of U.S.-based technology companies. *Global Companion*<sup>SM</sup> Controlled Master Programs include all *Global Companion* coverages plus customized local policies that comply with an individual country's insurance requirements.

**Overseas Accidents** 

While visiting an overseas customer, one of your U.S.-based employees is involved in an auto accident. The local auto insurer refuses to cover the accident based upon the application of policy exclusions in the local policy.

### Travelers Advantage #2 **Coordinated Foreign and Domestic Coverages**

In today's global economy, your products may be developed, made, distributed, sold and used in different countries. Similarly, your employees and customers may be frequently crossing international boundaries. Travelers can provide coordinated foreign and domestic coverages that can protect you at home and abroad.

**Scorched Sales** 

A product that you sell overseas allegedly fails to perform as intended, causing a large fire that destroys a customer's commercial building in a foreign country.

## Travelers Advantage #3 Freedom of Services (FOS) Policy

For companies with operations in multiple European countries, an FOS Policy offers the ability to have admitted coverage via a single policy issued by Travelers. The policy can combine both general liability and property damage under one policy, covering any combination of the European Economic Area (EEA) Member States. This approach provides streamlined coverage and billing, and can potentially reduce premiums.

### Painful Product Launch



Your newly launched product is allegedly responsible for injuring people in a handful of European countries. Your company expends large amounts of time and resources coordinating claims across these different jurisdictions.

## Travelers Advantage #4 Dedicated Technology International Specialists

Travelers International Specialists consult on program structure, pricing and risk analysis for technology companies with foreign operations or sales. International Specialists negotiate and place admitted coverages through INI.

### Outsourcing Issues



You're planning a transfer of manufacturing operations to two foreign countries, but are uncertain of what type of insurance coverage you will need.

## Travelers Advantage #5 Full Member of International Network of Insurance (INI)

Travelers is the only U.S. member of INI, a network of more than 120 market-leading insurance companies. Underwriting, claims and risk control services are provided locally but coordinated centrally by Travelers.

### Coverage Concerns



You plan new operations in Eastern Europe, but are unsure of whether your existing coverage will apply.

**Risks related to overseas operations, sales and employee travel can be very costly for technology companies. To learn more about managing potential gaps in global coverage, speak with your agent or broker about the advantages of Travelers.**



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