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Travelers discusses how to insure large technology companies

(SPEECH)

[MUSIC PLAYING]

(DESCRIPTION)

Text, Navigating the risks of innovation. Risk insights for large technology companies. Travelers umbrella.

(SPEECH)

MIKE THOMA: As an insurance carrier, what do you do when a large technology client wants to go in a whole new direction that creates a new risk? From offering coupons for relaxing day spas to offering daring adventure vacations, you show them the risks so they can decide. And what about your big online auto dealer who decides to sponsor a car racing event for its employees? You find a way to make it work. We did. Large technology companies are always trying out new things. Our job is to help to manage the risks so they can keep innovating.

Hi. My name is Mike Thoma, and I'm the chief underwriting officer for Travelers Technology. At Travelers, we understand large accounts. It's a dynamic market, and we know how to manage it well. Managing risk for large clients is based on a deep analysis of loss trends and delivering tailored solutions to address complicated needs. Our expertise can help lower costs for our customers, and that frees them up to explore new opportunities in the tech world.

We keep one foot in the technology world and one foot in the insurance world at all times. As a tech business grows, we learn what their new risks will be, then provide the coverages they need. A small business with a standard business owners policy might add tech coverages, then errors and admissions. They might grow again and need cyber coverage. They could make an acquisition and need global coverage. And once they get really big, they might move to a loss sensitive program, like a retro or large deductible.

We're with them every step of the way, developing a deep understanding of how their business works and how they should be covered. And we're always ready for the next cool, cutting-edge risk.

[MUSIC PLAYING]

(DESCRIPTION)

An eye blinks, showing a high-tech system. Text, Travelers. It's better under the umbrella.