

Tech E&O:

A smarter way to quote

| Sam Chapman & Eloise Richardson

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CFC team



Sam Chapman
Canada Technology
Team Leader



Eloise Richardson
Platform Support
Team leader

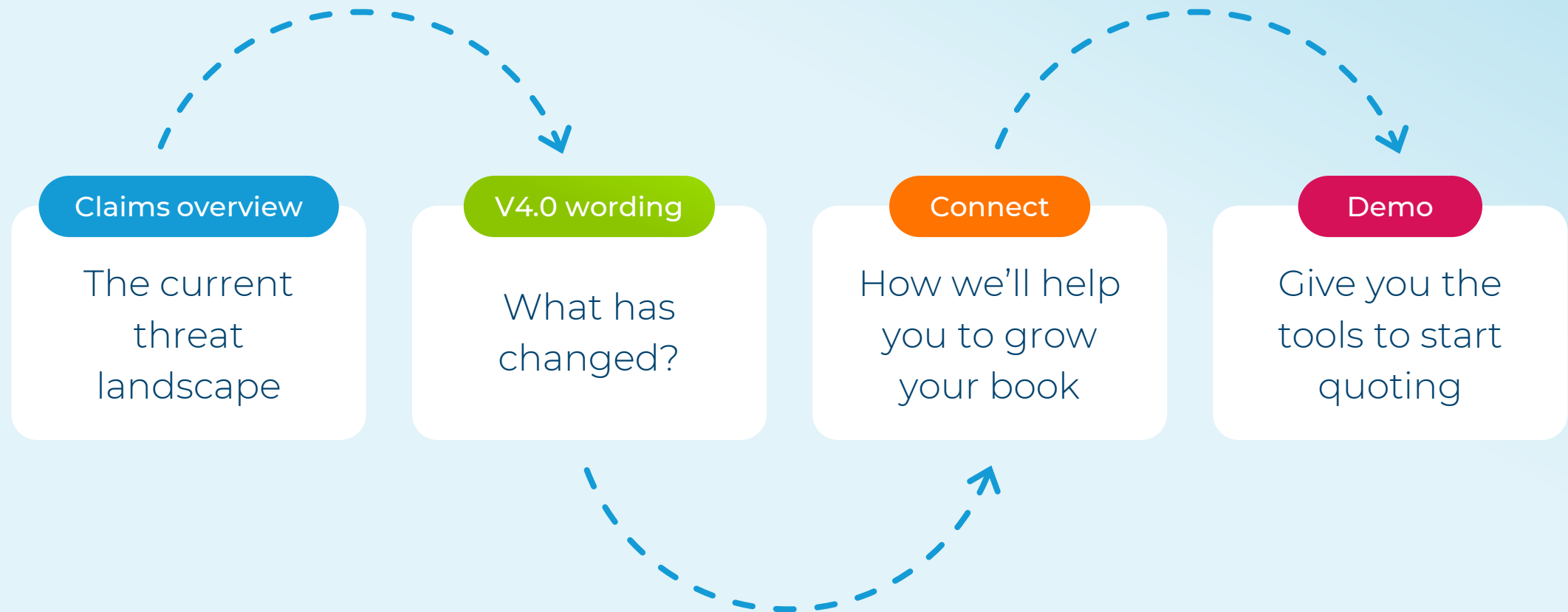


Graeme Cooke
Canada Distribution
Manager

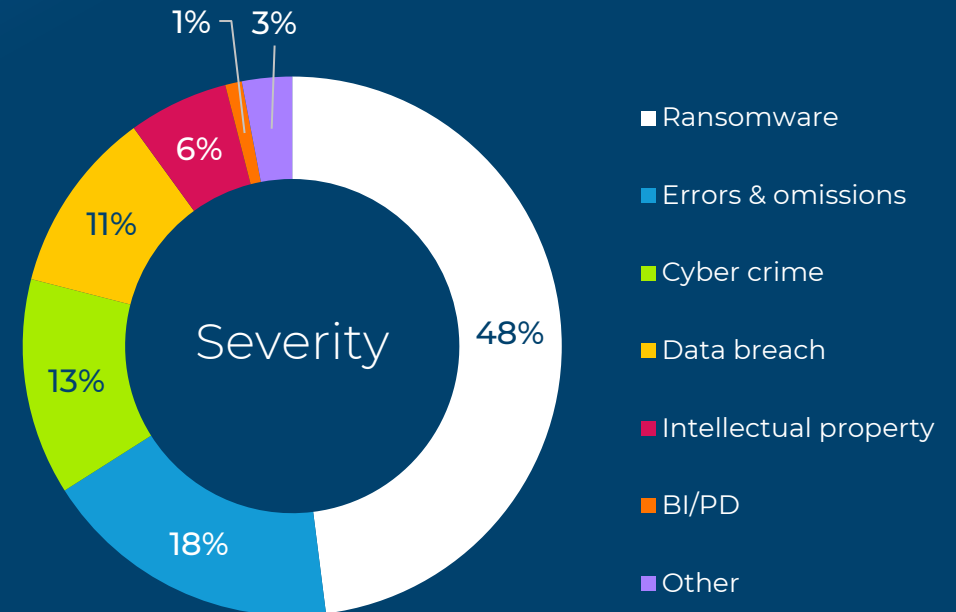
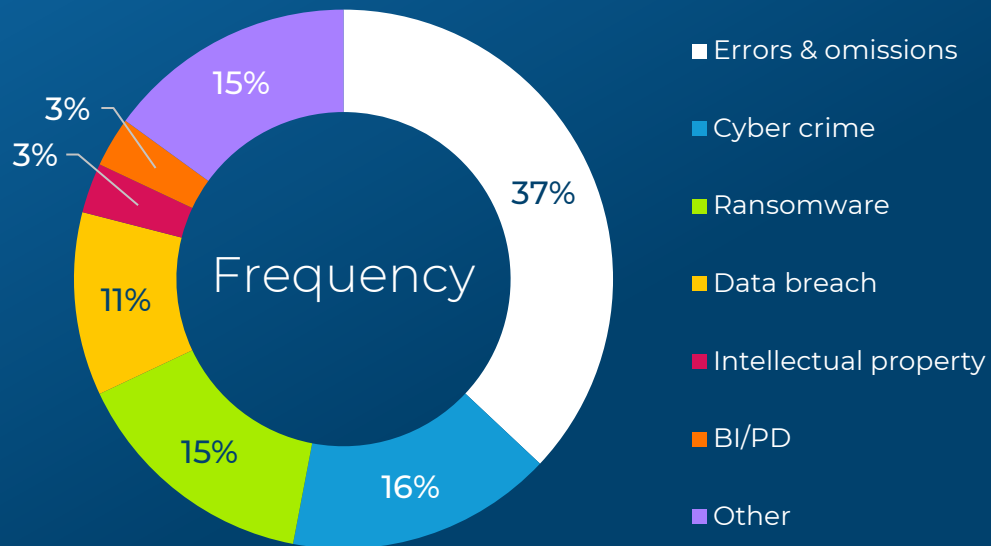


Kelly McGuinness
Cyber, Tech and
Professional Liability
Development Leader

The agenda



CFC tech claims 2024: Frequency vs severity



Did you know

Second year running...

This is the second year ransomware was the tech practices' most severe cause of loss with **32%** reported in **2023**



Affirmative AI coverage

Tech services definition includes AI development and AI services.
Cyber event definition includes attacks using AI.



Separate towers of cover & aggregate deductible

Each major insuring clause has its own tower of indemnity.
New offering: Aggregate deductible across all six technology and cyber insuring clauses.



Products & services liability

Ground up bodily injury and property damage, including consequential loss and product failure to perform.



Threats & extortion

Now its own separate
insuring clause!



Incident response costs

Offered in addition to
the policy limit



Unlimited reinstatements

Cybercrime offered on an any one claim basis with unlimited reinstatements



New coverage

New offerings:

- Invoice manipulation
 - Vendor fraud
- Physical goods fraud
- Theft of funds held in escrow

An insurance platform built for the future



Connect is the fastest and simplest way to transact business with CFC.



Single question quoting
with just a web address



Self-service platform
adjust limits and deductibles as needed



Quote and bind
multiple products in one go



Excellence in E-Trading

Insurance Times Awards 2021

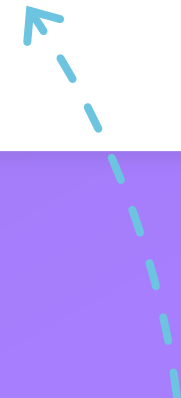
Instant quote

Please provide the company's web address.
If you don't have that use the company's name

www.yourcompany.com

[Use company name](#)

Next



Appetite

Target

- Consulting
- Software development
- Computer training
- Recruitment
- Web development
- ERP software
- CRM software
- Video game publishing
- Video game development
- Software publishing
- Software installation
- Access control software
- Hardware design
- Hardware assembly
- Hardware installation
- Hardware repair
- Hardware recycling
- IT project management
- IT security consulting

Referral to underwriter

- Revenues of over \$25M
- Contracts over \$1M
- Sensitive records over \$250,000
- Claims in the past 5 years
- Autonomous vehicles
- Blockchain & crypto
- Cannabis software
- Data centre operations
- Dating apps
- eHealth/telemedicine
- Fintech
- Gambling
- Managed service provision (MSP/MSSP)
- Payment processing & trading
- Robotics

Team **updates**

- We can now consider companies with up to **\$250M** on our SME form.
- New corporate tech team looking at multinational technology placements above **\$250M**.
- Automated renewals – no touch renewals on business sub \$2M in revenues to drive **more efficiency**.

Multiple products in one go



Generate quotes for multiple products at once in a single view

Technology

- Cyber crime
- Cyber incident response
- Cyber liability
- Cyber proactive services
- Extortion
- General liability
- Professional liability
- System damage & business interruption

Management liability

- Court attendance costs
- Crime
- Directors and officers liability
- Employment practices liability
- Fiduciary liability
- Executive cyber
- Executive kidnap and ransom
- Executive reputation protection
- Fiduciary liability

Cyber Proactive Response

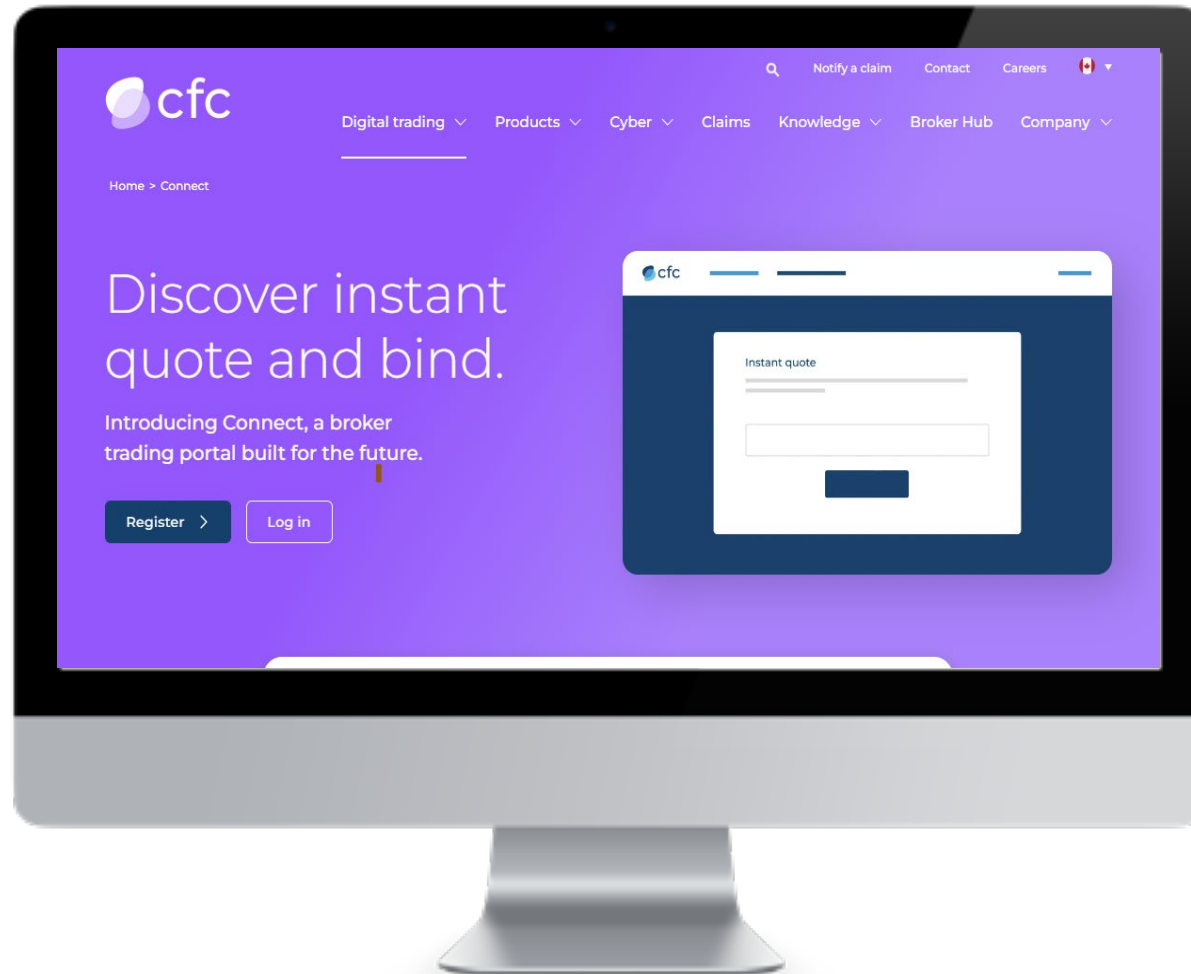
- Cyber crime
- Cyber incident response
- Cyber liability
- Cyber proactive services
- Extortion
- Media liability
- System damage & business interruption

Professional liability

- Coming soon!

Watch demo video

Connect **registration**



Questions?

Thank **you!**

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