



LET THE HARTFORD PROVIDE PRESCRIPTIVE RISK CONTROL SOLUTIONS FOR YOUR TOP-TIER HEALTHCARE FACILITY.

PREVAIL WITH THE HARTFORD

People expect more of top healthcare providers – and you deliver it in superior care, medical breakthroughs and patient outcomes.



OUR NATIONAL ACCOUNTS
CUSTOMERS RATE US
**4.8 OUT OF 5 STARS FOR
CLAIMS SERVICE¹**



THAT'S WHY THE HARTFORD IS INTERESTED IN PARTNERING WITH YOU.

For decades, we've been serving exceptional healthcare providers like yours – including:

61² NATIONAL HEALTHCARE COMPANIES

that count on us to insure their workers and fleets

We understand your pressure points in a loss-sensitive industry.

Our Prescriptive Solutions can:

- Help you manage risks
- Reduce work related absences
- Contain costs
- Improve outcomes

PRODUCTS THAT GO FURTHER TO ACCOMMODATE YOUR NEEDS

Workers' Compensation

- Deductibles, retrospective rated plans, excess workers' comp
- Modified plans may be available
 - » Step deductibles
 - » Corridors
 - » Early close-outs

Auto

- Deductibles and guaranteed cost plans
- Insurance for ambulances and mobile care units in your fleet

WIDE EXPERIENCE AND APPETITE IN THE HEALTHCARE INDUSTRY

- Hospitals
- Home health and hospice
- Doctors' offices and surgical centers
- Specialty hospitals (rehab, psychiatric, children's)
- Long-term care
- Temporary healthcare staffing

EMINENTLY QUALIFIED TO SERVE LARGE, NATIONAL HEALTHCARE PROVIDERS (2015 STATISTICS)

- 61² large national accounts
- \$130,000,000 in premium equivalents³
- 15% annual hit ratio
- 97% retention rate for accounts using The Hartford Claims

VALUE FROM A SINGLE DEDICATED SOURCE

Count on The Hartford to deliver it all:

A seasoned team with 15+ years of experience on average.⁴

Consistency in our approach to all aspects of business, adding up to high service ratings in claims and a demonstrated track record of customer retention.

Flexibility. More collateral options, comprehensive coverage, bundled/unbundled program availability and an innovative RMIS platform that helps you effectively manage risk.

OUR VIEW OF TOP TIER RISK MANAGEMENT

- Senior leaders fully committed to improving worker safety

- An effective patient lift program
- An effective return-to-work program across the entire enterprise
- An active claims management team working in cooperation with our insurance claims department
- An effective slip-and-fall prevention program
- A fair cost allocation system that incentivizes positive behavior
- Benchmarking for continuous improvement
- A comprehensive workplace violence prevention program

If you're top tier, our pricing will recognize your efforts.⁵ Our services below will assist you in attaining or remaining top tier.

Claims services:

- Bundled claims program
 - » Rich resources
 - » Recognized expertise
 - » Latest technology
 - » Custom scripts for improved claim reporting
- Unbundled claims program
 - » Long experience working with a variety of TPAs
 - » Specialized expertise
 - » Claims audits
 - » Custom scripts for improved claim reporting

Risk Engineering services:

- Dedicated risk engineering services for healthcare
 - » Risk Engineering consultants with deep knowledge of healthcare dedicated to your account
 - » Resources to help reduce hazards in a healthcare setting
 - » Expertise in developing and implementing loss-reduction plans

ALL THE BEST. The Hartford has what it takes to exceed your expectations. Give your National Accounts Practice Leader a call today. And visit us at thehartford.com/tcor.



THE HARTFORD

Business Insurance
Employee Benefits
Auto
Home

¹ BazaarVoice online customer claim ratings and reviews as of June 6, 2017.

² In-force accounts as of July 2016.

³ Expected losses within retention, plus our premium.

⁴ Reflects National Accounts team average as of November 2016.

⁵ Overall account underwriting determines pricing.

This document outlines in general terms the coverages that may be afforded under a policy from The Hartford. All policies must be examined carefully to determine suitability for your needs and to identify any exclusions, limitations or any other terms and conditions that may specifically affect coverage. In the event of a conflict, the terms and conditions of the policy prevail. All coverages described in this document may be offered by one or more of the property and casualty insurance company subsidiaries of The Hartford Financial Services Group, Inc. Coverage may not be available in all states or to all businesses. Possession of these materials by a licensed insurance producer does not

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