

BUSINESS INSURANCE FOR TECHNOLOGY & LIFE SCIENCE COMPANIES

AGENT QUICK REFERENCE APPETITE GUIDE.

GROW YOUR BOOK OF TECHNOLOGY & LIFE SCIENCE BUSINESS WITH THE HARTFORD

The Hartford, one of the nation's leading property and casualty insurers, is committed to helping you meet the needs of technology & life science companies — from small to large, from simple to complex. With knowledgeable underwriters, a comprehensive insurance solution and years of experience, The Hartford is an insurer you can confidently recommend to your technology & life science customers.

WHY THE HARTFORD?

- Expertise
 - » More than 30 years of experience writing technology & life science businesses of all sizes
 - » Over \$500 million in total written premium for all lines of coverage and 90,000+ technology customers
 - » Nearly 100 employees dedicated to technology & life science underwriting, claims and risk engineering
- Ease of doing business
 - » Industry-focused underwriters with the ability to write both standard lines and technology professional liability coverages and who understand the complex risks that technology companies face throughout their lifecycle
 - » HFP ProntoSM allows you to enter Technology E&O submissions swiftly and easily for our FailSafe GIGA[®] and FailSafe TERA[®] products
 - » For small technology companies, ICON makes it easy to submit and rate all lines, including Technology E&O

COVERAGES

From sole proprietors or venture-backed startups to large, publicly traded companies, we offer coverage solutions to meet the evolving needs of companies as they grow. Our coverage can reduce the potential for unintended gaps between the general liability and E&O policy, plus

our leading property coverage provides many benefits through our SPICE[®] or Stretch[®] endorsements. Our coverage solutions include:

- Business Owner's Policy (BOP)
- Property
- General Liability
- Commercial Auto
- Workers' Compensation
- Technology Professional Liability (E&O)
- Data Breach/Cyber Risk
- Umbrella
- Marine
- Management Liability
- International
- Manufacturers E&O/Product Recall Expense

SERVICES

Our dedication to exceptional service and support makes selling our insurance easy.

- Knowledgeable underwriters dedicated to the technology & life science industries help you meet your customers' needs
- Superior risk engineering and claims specialists help manage risk to control and reduce losses and risk-related expenses
 - » Dedicated claims professionals provide expert handling of complex general liability and professional liability claims
 - » Our ClaimPlus Team[®] provides large accounts (\$400,000 or more in annual premium) with a designated team of professionals to work with each individual client's operations and exposures
 - » Designated risk engineering specialists, located across the country, are specially trained to understand the safety and operations needs of these types of businesses
- Sales and marketing support to help you grow your book of business
 - » Streamlined applications
 - » Marketing tools and materials designed to help you educate customers

TECHNOLOGY & LIFE SCIENCE APPETITE GUIDE.

TARGET CLASSES BY SIC

The Hartford's broad definition of the technology & life science industry includes four distinct sectors, as well as solutions for renewable energy* research and development, manufacturing and operations.

ELECTRONICS MANUFACTURING		SOFTWARE & COMPUTER-RELATED SERVICES	
3571	Electronic Computers	7371	Custom Computer Programming Services
3572	Computer Storage Devices	7372	Prepackaged Software
3575	Computer Terminals	7373	Computer Integrated Systems Design*
3577	Computer Peripheral Equipment, NEC	7374	Data Processing & Preparation
3578	Calculating & Accounting Equipment	7375	Information Retrieval Services
3579	Office Machines, NEC	7376	Computer Facilities Management
3651	Household Audio & Video Equipment	7377	Computer Rental & Leasing
3652	Prerecorded Records & Tapes	7378	Computer Maintenance & Repair
3661	Telephone & Telegraph Apparatus	7379	Computer Related Services, NEC
3663	Radio and T.V. Communications Equipment		
3669	Communications Equipment, NEC	TELECOMMUNICATIONS	
3671	Electron Tubes	4812	Radiotelephone Communication
3672	Printed Circuit Boards	4813	Telephone Communication, Except Radio
3674	Semiconductors & Related Devices*	4822	Telegraph & Other Communications
3675	Electronic Capacitors*	4841	Cable & Other Pay Television Services
3676	Electronic Resistors		
3677	Electronic Coils & Transformers*	LIFE SCIENCES	
3678	Electronic Connectors	2833	Medicinals & Botanicals
3679	Electronic Components, NEC*	2834	Pharmaceutical Preparations
3695	Magnetic & Optical Recording Media	2835	Diagnostic Substances
3812	Search & Navigation Equipment	2836	Biological Products, Except Diagnostic
3821	Laboratory Apparatus & Furniture	3841	Surgical & Medical Instruments
3822	Environmental Controls*	3842	Surgical Appliances & Supplies
3823	Process Control Instruments	3843	Dental Equipment & Supplies
3824	Fluid Meters and Counting Devices	3844	X-Ray Apparatus & Tubes
3825	Instruments to Measure Electricity*	3845	Electromedical Equipment
3826	Analytical Instruments	5047	Medical Equipment & Supplies Wholesale
3827	Optical Instruments and Lenses	5122	Drug Wholesale
3829	Measuring and Controlling Devices, NEC	8731	Commercial Physical Research*
3861	Photographic Equipment and Supplies	8734	Testing Laboratories*
5045	Computer, Peripheral and Software Wholesale		

RECOMMEND THE HARTFORD TO YOUR TECHNOLOGY & LIFE SCIENCE CUSTOMERS.

For assistance on account opportunities, contact your Technology & Life Science Practice underwriter directly or email us at techpracticegroup@thehartford.com to identify an underwriter near you. For additional resources and information, visit thehartford.com/tech.



Property
Liability
Workers' Comp
Business Auto

All Hartford 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. All information and representations herein are as of May 2016.

The Hartford® is The Hartford Financial Services Group, Inc. and its subsidiaries, including issuing companies, Hartford Fire Insurance Company. Its headquarters is in Hartford, CT.

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