

CASE STUDY: Security Technology Contracting

Securing the right coverage for the risk



As a global systems integrator that designs, installs, and services security, fire alarm, life safety, audio-visual, and building automation solutions for businesses, a private-equity-owned firm strives to help their clients protect against risk. After several years of rapid growth, it was time to make sure their insurance coverage aligned with their business risk as well.

While any business that works with technology comes with its own risks, this global company and its employees install security technology, such as surveillance cameras or identity assurance equipment, using a large fleet of commercial vehicles. That means there is considerable risk – and the need for comprehensive insurance coverage. Chubb was the provider of the company’s umbrella policy, so when the client decided to go to market for their other insurance programs, they were open to exploring options with a carrier they already knew and trusted.

Providing holistic insurance for a global company

Sometimes, when a company grows quickly, it may need coverages it doesn’t currently have. This was true for this security technology contracting firm.

Faced with providing insurance for international, U.S., and Canadian operations, Chubb’s underwriter pulled in a large team of specialists from across the company’s divisions and coverage areas. Communication was key to aligning the appropriate insurance response to the unique business needs of the client. By having an underwriting point of contact allowed for a comprehensive solution to be offered in a seamless approach.

With extension knowledge of coverage, Chubb looked at the company insurance program holistically, reviewing the policies and endorsements with the

broker. They spent time educating the client about the types of coverages they might need as they grow their business, worked through numerous endorsement and coverage issues specific to the industry, and recommended a comprehensive program that would help protect the company now and in the future.

Chubb was able to enhance the client’s insurance program, provide more competitive terms and conditions, as well as streamline processes for them.

In the end, the client was happy to move their risk to Chubb, enjoying a more efficient insurance program to protect their global business as it continues to expand and grow.

Chubb coverage provided:

- Global casualty
- Foreign • Excess

Protecting technology companies of all sizes, across every sector

For more than 30 years, Chubb’s insurance solutions have helped protect technology companies against risk. Learn about our [Technology Industry Practice](#).

Want to see how Chubb can help you solve unique risk challenges?

Contact your broker, agent, or local Chubb underwriter today.