

Introducing **MarkelTech.**

www.markeltech.co.uk



The future of technology insurance is here

Backing technology businesses to innovate, disrupt and grow

The UK's technology sector is growing 2.6 times faster than the rest of the economy* and worth £184 million**. Innovative businesses within this space deserve innovative insurance to match.

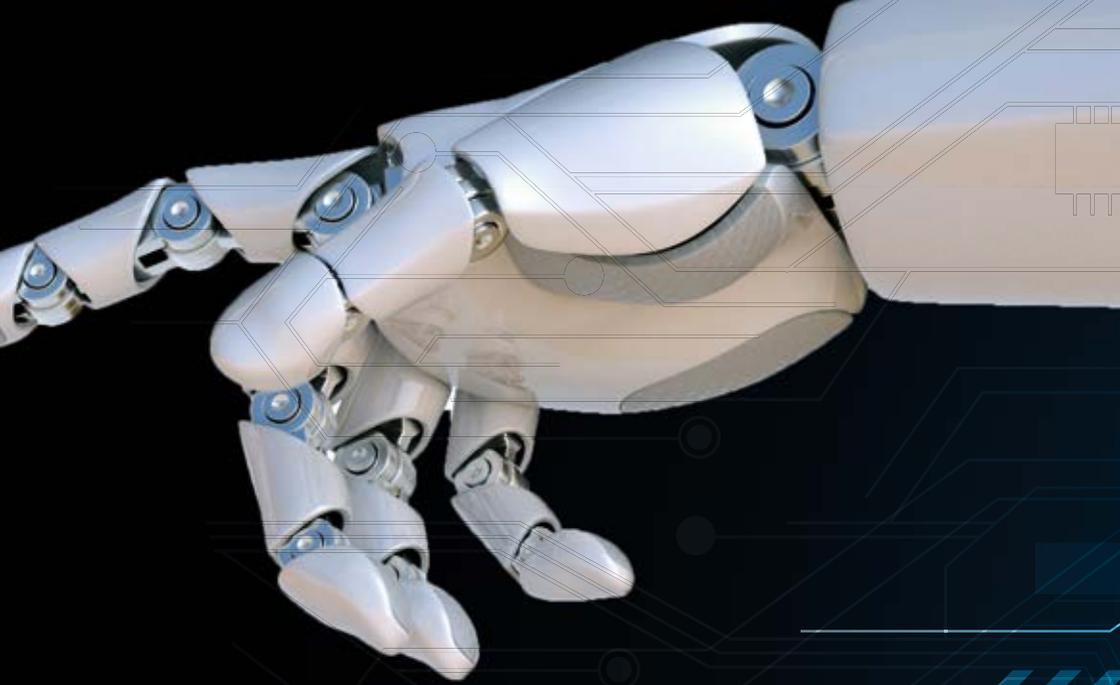
Markel's commitment to delivering the best outcomes for clients is unashamedly relentless, meaning we constantly push the boundaries of traditional insurance. We're here to help technology companies navigate their commercial challenges, so they can focus on growing their business.

MarkelTech: A bespoke sector proposition for your tech clients' needs

MarkelTech has been specifically designed for companies that innovate, design, develop, manufacture, supply, or support technology products or services. This specialist insurance package is for start-up, emerging and established SME companies in the technology, IT and communications and biomedical and life sciences space.

We cover:

- Public and product liability
- Professional liability
- Products financial loss
- Cyber
- Employers liability
- Directors and officers
- Employment practice liability
- Entity defence
- Fidelity
- Transit
- Property/business interruption



The unique requirements of the technology sector

MarkelTech has been specifically designed for companies that innovate, design, develop, manufacture, supply, or support technology products or services.

MarkelTech provides them with the right cover to do exactly that:

- Contractual liability
- Unintentional breach of copyright, trademark or registered design
- Financial loss
- Efficacy/failure to perform
- Customers and suppliers extension within business interruption
- Directors and officers liabilities for start-ups
- Cyber

Technology companies also need an insurance solution that grows with them as their business evolves. So, with MarkelTech, you can choose the cover you want with the level of protection you need and can adjust the cover as the business grows.

Our technology specialisms

MarkelTech is available in three specialist technology sectors

Technology

Combined insurance for businesses involved in the manufacturing or wholesale of technology hardware and accessories.

Cover for the technology sector includes:

Legal liabilities

- Public liability
- Products liability (bodily injury and property damage)
- Professional liability and products liability (financial loss)
- Employers' liability
- Cyber and data risks
- Management risks (entity defence, directors' and officers' liability)
- Employment law protection

Protection of assets

- Property damage
- Business interruption
- Damage to portable property
- Money/personal assault
- Transit
- Cyber and data risks
- Fidelity

Extension to Property/ Business interruption cover

- Deviations in controlled environments
- Contamination
- Machinery breakdown
- Public utilities
- Denial of access
- Restrictions on premises
- Customers/suppliers

IT and communications

Combined insurance for businesses involved in software and apps, IT managed services, website design and hosting, hardware, and telecoms resellers.

Cover for the IT and communications sector includes:

Legal liabilities

- Professional liability
- Public liability/products liability
- Employers' liability

Cyber and data risks

- Cyber and data liability
- Network interruption

Protection of assets

- Property damage/business interruption
- Fidelity
- Money and personal assault

Management risks

- Directors' and officers' liability
- Employment law protection/entity defence



Biomedical and life sciences

Insurance for businesses involved in manufacturing or the wholesale distribution of medical devices and medicines, laboratory equipment, cosmetics and food supplements and companies who provide supporting services to these sectors.

Cover for the biomedical and life sciences sector includes:

Legal liabilities

- Public liability
- Products liability (bodily injury and property damage)
- Professional liability and products liability (financial loss)
- Employers' liability
- Management risks (entity defence, directors' and officers' liability)

Protection of assets

- Property damage
- Business interruption
- Damage to portable property
- Money/personal assault
- Transit

Extension to cover Property/Business interruption

- Deviations in controlled environments
- Contamination
- Machinery breakdown
- Public utilities
- Denial of access
- Restrictions on premises
- Customers/suppliers

Our risk appetite

Our risk appetite for the technology sector is broad and all risks are underwritten by our team of expert underwriters, some of whom have over 25 years of experience insuring IT and software risks.

Who we cover

Manufacturers, wholesalers, distributors, designers, service, research and development, and maintenance in the following areas:

- Software and applications
- Computers and peripherals
- Media communications
- Cosmetics/cosmetic devices
- Medical devices
- Wearable technology
- Analytical and control
- Components
- Telecommunications
- Medicines
- Food supplements
- Outsourcing partners (CROs/CMOs)
- Lifestyle technology

Supporting technology businesses on every step of their growth journey

Tailored for all stages of business growth, MarketTech includes a range of expert support services as standard.

START-UP TECH COMPANIES

Cover designed to support start-ups:

- Flexible payment plans
- Tailored coverage for technology sectors:
 - Protecting intellectual property
 - Flexible property and business interruption limits
 - Cover for D&Os

Some of the extra support you can expect from Market:

- Assistance in sourcing and securing R&D and Patent Box relief, as well as grants and funding
- Expert advice on how to structure a business to optimise tax opportunities
- Specialist advice on protecting IP



EMERGING, HIGH-GROWTH TECH COMPANIES

Cover designed to support emerging, high-growth tech companies:

- Flexible cover – easy to adjust as the business grows
- Flexible payment plans
- Tailored coverage for technology sectors:
- Protecting intellectual property
- Flexible property and business interruption limits
- Cover for D&Os

Some of the extra support you can expect from Markel:

- Debt recovery advice and support, helping you to keep your business growing with a regular cash flow
- Direct access to Markel's 24/7 legal and business helpline, which is there to help you navigate complex matters such as GDPR and employment law
- Assistance in sourcing and securing R&D and Patent Box relief, as well as grants and funding
- Contract review service, ensuring tech businesses secure new business on the right terms



ESTABLISHED TECH COMPANIES

Cover designed to support established companies:

- Wide scope to cover additional risks including Cyber cover
- Enhanced business interruption cover following damage at customers and suppliers premises
- Tailored coverage for technology sectors:
- Protecting intellectual property
- Flexible property and business interruption limits
- Cover for D&Os

Some of the extra support you can expect from Markel:

- On-call support for senior management via our in-house legal and tax specialists
- Expert advice on structuring and executing an exit strategy
- Contract review service, ensuring tech businesses secure new business on the right terms
- Assistance in sourcing and securing new R&D and Patent box grants and funding, as well as following up funding opportunities



Expect more from your insurance partner

Expect

Innovative, technology-focused insurance and an award-winning claims service.

We call this business as usual

More

- ✓ Sector-specific business consultancy
- ✓ Seamless integration of insurance, tax and legal services
- ✓ Constant innovation
- ✓ Genuine commercial value

More at a glance

Legal advice hotline – 24/7 access to Market's in-house team of lawyers offering advice on everyday legal matters

Law hub – a hub containing 670+ DIY contracts, policies, forms, and letter templates, covering every area of business

PR crisis management – Specialist PR advice to manage adverse press coverage*

Award-winning debt recovery service – Advice and assistance on recovering outstanding debts

Grants and funding service – Help to maximise tax relief and funding opportunities

Contract review service – An assessment of any commercial contract, including suggestions around additions, deletions or amendments

Who is Markel?

Markel: The trailblazer of innovative insurance solutions

Markel is an SME-focused insurance provider, whose continuous dedication to delivering a seamless integration of insurance, tax and legal services helps technology businesses achieve their growth ambitions.

By focusing our energies on specific sectors over 25 years, we have taken the notion of insurance cover to another level. Markel's commitment to delivering the best client outcomes is unashamedly relentless, and our bespoke insurance package for start-up, emerging and established technology SMEs is no different.

Markel's word-class credentials:

 A fortune 500 company	 A family-founded business since 1930	 'A' rated insurance company
 A top 30 non-life insurer in the UK*	 5-star rating for Commercial Lines Insurers**	 Reputation for technical excellence, product innovation and service delivery

Expect more from your award-winning claims team

At Markel, we aim to settle claims as efficiently as possible so our policyholders can get on with their lives. And, by combining far-reaching expertise with an unrelenting dedication to great service, that's exactly what we do. Our nominations and awards speak for themselves.



Key contacts

Policyholder Claims**0345 355 2227****claimsuk@markel.com**

Contract Review Service**0345 355 2227** – Monday to Friday, 9.00am to 5.30pm**ITcontractreviews@markel.com**

The helpline is available exclusively to MarkelTech policyholders. Callers will be required to provide the following information for verification purposes:

- Policyholder name
 - Certificate number
 - Copy of the Terms of Business and/or the Third Party Contract to be reviewed
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Technology Tax Assessment**0114 236 4457** – quote MarkelTech

Technology Grant Assessment**0114 236 4457** – quote MarkelTech

24/7 Business & Legal Helpline for MarkelTech policyholders**0333 234 2092** – 24/7, 365 days a year

Information required:

- Policyholder name
 - Certificate number
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Law Hub – DIY Legal Toolkit

MarkelTech policyholders can access the DIY Legal Toolkit through the Law Hub.

In order to be set up with a log-in, policyholders can send an email to **marketinguk@markel.com**

One of the team will then send you a form to complete to gain access.

Information required:

- Policyholder name
 - Certificate number
 - Contact details
 - Brief details as to the nature of the problem or the advice being sought
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Debt Recovery Service for MarkelTech policyholders**0345 355 2227** – DWF – Monday to Friday, 9.00am to 5.30pm

Once you have been verified as a Markel policyholder an experienced solicitor will be able to deal with your query.

Information required:

- Policyholder name
 - Certificate number
 - Contact details
 - Brief details as to the nature of the problem or the advice being sought
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Markel (UK) Limited

All information accurate at the time of production September 2019.

This document is not a policy document and contains only general descriptions. Policyholders must refer to the actual policy issued for the binding terms, conditions and exclusions of cover.

Markel (UK) Limited is an appointed representative of Markel International Insurance Company Limited (Reference number: 202570), which is authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and Prudential Regulation Authority.

Registered Office: 20 Fenchurch Street, London, EC3M 3AZ. Registered in England No. 2430992.

Calls from a landline will be charged at your local rate. Calls from mobile phones are charged at your local rates in accordance with your tariff.

