



# NATIONAL ACCOUNTS CASUALTY

Arch Insurance Group's National Accounts Casualty team offers a wide range of products for loss sensitive buyers seeking value-added insurance, financial and service programs to support their risk management needs. We have extensive expertise in structuring unbundled loss sensitive primary casualty programs including large deductibles, self-insured retentions, captives and retrospectively rated programs. Our team of dedicated professionals has expertise in underwriting, credit, risk control and claims support services.

## Products

- Auto Liability
- General and Product Liability
- Workers Compensation

## Customer Profile

We are interested in a wide range of industries and business segments with expected ultimate losses of between \$2-50 million. Some target classes include:

- Casinos and Gaming
- Financial Institutions
- Healthcare Industries
- Hotels and Hospitality
- Manufacturing
- Restaurants
- Retail and Wholesale
- Service

## Program Structures

Large Retentions - \$100,000 to fully fronted programs, depending upon exposures. Lower retentions available in support of a larger cash flow program:

- Deductibles
- Self-Insured Retentions
- Captives
- Retrospectively Rated Programs

## Key Differentiators

- Flexible underwriting and credit approaches
- Consultative claims and risk control support
- Responsive, service-oriented team
- Individual account not portfolio underwriting
- Arch's financial strength

## Collateral

- Fair, reasonable approach
- Credit decisions made within National Accounts Casualty
- Flexible programs (type and timing)
- Security accepted, depending upon the account's financials:
  - Letters of Credit
  - Cash, depleting and non depleting
  - Trusts
  - Hybrid programs

## Risk Management Service

We support an unbundled approach to risk management services to offer customers greater flexibility. Third party administrators for insured programs include:

- Gallagher Bassett Services
- Crawford/Broadspire
- GAB Robbins (Purchased by GB)
- Sedgwick CMS
- Carl Warren
- SRS (Purchased by Sedgwick CMS)
- ESIS
- PMA
- Risk Enterprise Management Limited (REM)
- XChanging
- CCMSI
- Avizent
- FARA
- York Insurance Services Group

Self-administration of claims may be considered. Please contact us for additional approved third party administrators for self-insured business.

## The National Accounts Casualty team interfaces with the following Arch complementary specialties:

- Environmental
- Executive Assurance
- Excess Umbrella
- Global Property
- Healthcare
- Professional Liability
- Travel
- Accident & Health

## Arch's Financial Strength

The following table summarizes the key ratings issued to Arch Capital Group Ltd. ("ACGL") and its key insurance and reinsurance subsidiaries:

## Ratings

A.M. Best	"A" XV (Excellent) – Positive
Moody's	"A2" (Good) – Positive
Standard & Poor's	"A+" (Strong) – Stable
Fitch Ratings	"A+" (Strong) – Stable

## CLAIMS

Arch Insurance Group adheres to a proactive claims handling program in order to achieve cost efficient, superior results. Our claims professionals have extensive experience handling most types of losses and are dedicated to providing customized, responsive customer service to each insured. Partnership with our insured is the cornerstone of the Arch claim handling philosophy. For more information email [claims@archinsurance.com](mailto:claims@archinsurance.com).

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