

An Insurance Partner for Life Sciences Companies

THE LOVITT & TOUCHÉ DIFFERENCE

Founded in 1911, Lovitt & Touché is among the largest independent insurance brokerages in the United States. We boast the service, innovations and experience of an industry leader, yet retain the close-knit, client-focused culture on which our company was founded.

OUR DIFFERENCE

WE KNOW THE LIFE SCIENCES: We work with a range of life sciences companies as well as the industry's top insurance carriers, creating customized risk management solutions that address the unique needs of such businesses, especially when it comes to clinical trials, regulatory requirements, contractual controls, hospital requirements, and much more. Since we understand the industry – from R&D through manufacturing – we're able to offer properly structured insurance programs that can't be found with just any broker.

SUPERIOR CUSTOMER SERVICE: We value long-term relationships with our clients, and we take great care to continually nurture those relationships, addressing your concerns and questions, and identifying ways to elevate and protect your business. We help you look beyond premiums alone to ensure you're getting the coverage you really need, protecting your company, people and profits far into the future.



The Lovitt & Touché Learning Academy offers free ongoing education, helping you improve productivity, manage costs and stay current about strategic planning, compliance, healthcare reform, employee benefits, risk management and more. A sampling of seminars include:

- OSHA 10-hour general industry course
- Cyber liability
- Workers' compensation cost reduction strategies
- Bad faith litigation in workers' compensation
- Social engineering fraud
- FMLA training/update
- Total worker health
- Workplace bullying
- Employee benefits law
- The cost of (mis)hiring



In order to reduce the total cost of risk, we have committed substantial resources to help life science companies with risk management and loss control. Specifically, we:

- Employ in-house loss prevention specialists to consult on enhancing risk management departments and loss control programs
- Assist in developing processes and documentation to reduce risk among employees and customers
- Provide education and training to spot and prevent claims
- Monitor loss control assistance provided by insurers, evaluate submitted recommendations and negotiate amendments
- Analyze claims for loss control opportunities and underwriting implications
- Identify trends and track significant claims



RISK MANAGEMENT TECHNOLOGY SUPPORT

SUCCEED is a customized online risk management solution designed to empower our clients' risk prevention efforts, combining efficiency with user-friendly tools to streamline daily tasks. With this solution you can:

- Meet OSHA hazard communication requirements and log incidents
- Access best practices safety library
- Build a behavior-based safety program
- Train employees efficiently and effectively
- Manage Certificates of Insurance to limit liability
- Create job descriptions and modified duty programs
- View safety videos

CSR 24 offers customized online certificate assistance, including:

- Ability to issue, view, reprint and forward your own certificates
- Assistance establishing a certificate management procedure
- Ability to create Certificates of Insurance to satisfy contract requirements



LOVITT & TOUCHÉ IN ACTION

We are constantly innovating to meet our clients' needs. When tasked with a problem, our team can implement solutions developed specifically for life science companies. Among our recent successes:

- **CREATIVE PROBLEM SOLVING:** When we witnessed an increase in cyber liability exposure, we worked with our carriers to develop new coverages protecting our clients from cyber liability and social engineering claims. And, we provided training through the Learning Academy to educate our clients about preventing such claims in the first place.



CLAIMS ADVOCACY

We have built a robust claims department that advocates for our clients. A snapshot of services and benefits includes:

- Proactive claims management
- Detailed communication throughout claims process
- Open claims review
- Experience modification (E-mod) forecasting and analysis
- Workers' compensation best practices review



SAFETY TRAINING

As a partner, we help you improve workplace safety, prevent claims and mitigate risk. Such services include:

- Site visits to identify ways to reduce risks and hazards that impact losses and premiums
- Review current or develop workplace safety programs
- Conduct mock OSHA visits
- Participate in insurance carrier loss control visits
- Assist in building valuations
- Conduct personalized safety training based on severity and frequency of data

- **CONTRACT REVIEWS:** We help clients better understand contractual agreements as part of risk management. For example, we have helped our clients identify contract violations, assisted with property valuations to reduce premiums and rectified instances when the clients were paying for too much coverage.