Our New Products Announcements (NPA) contains 29 descriptions of new commercial insurance product offerings, acquisitions, and services. NPA content is global. This edition of NPA contains details from Admiral, Advisen, Aon, Aspen London, Brit, Burns & Wilcox, Colemont, Ironshore, Kinsale Capital Group, Marsh, Max Capital Group and Harbor Point, Navigators, OneBeacon, Starr Indemnity & Liability, Starr Surplus Lines, Swett & Crawford, WKF&C, XL and Zurich. Send material to editors@advisen.com and note that the next NPA deadline is day 28 of the month.

29 NPAs

Admiral Insurance Launches New Form For Ambulatory Surgery Centers: Admiral Insurance Company announces the launch of a new policy form and an e-signature application for ambulatory surgery centers. This new policy form updates and broadens coverage to include: first dollar defense; sexual abuse sublimit; defense outside the limit with a cap; administrative duties for the medical director and other enhancements. The e-signature option will streamline the application process. The Admiral provides risk management and loss control services, including a dedicated web-site and toll free helpline as a no cost benefit for all ambulatory surgery center policyholders. Contact Letha Heaton at 856.429.9200 or lheaton@admiralins.com

Advisen’s Securities Litigation Q1 Webinar, Sponsored by ACE On Friday, April 16 at 11am EDT, join ACE's Scott Meyer, Willkie Farr's Michael Young, Willis's Ken Ross and the D&O Diary's Kevin LaCroix, for a webinar sponsored by ACE to discuss developments in securities litigation and the D&O market. The session will review Advisen's analysis of 2010 securities litigation and discuss the larger implications for underwriters, brokers and risk managers. The panel will be moderated by Advisen’s Jim Blinn. As has become the standard for Advisen’s securities litigation webinars, we expect a lively and informative discussion. Register via http://ad.doubleclick.net/clk;223506275;47256253;f?https://www1.gotomeeting.com/register/303731505

Advisen’s State of the Market 2010: Webinar Sponsored by FM Global
Join FM Global’s Chris Johnson, the Insurance Information Institute’s Robert Hartwig, GenRe’s Berto Sciolla and Advisen’s Dave Bradford and Jim Blinn for a panel discussion about the trends and developments shaping the commercial lines insurance market in 2010. This free Advisen Webinar sponsored by FM Global will be held on Thursday, April 7 at 11am EDT. The recession may be over, but
recovery is not happening quickly enough for insurers and brokers. From unemployment rates still hovering at 10% to still rising business bankruptcies, the lingering effects of the economic downturn continue to whittle away at commercial lines insurance revenue. Insurance capacity is abundant in most lines, but the demand for the capacity has been diminished by the ravages of the recession, keeping pressure on rate levels. Find out how these developments will play out in 2010 for insurers, brokers and risk managers. This free one hour webinar will also address pricing trends by line of business including a forecast for the remainder of 2010. Register via https://www1.gotomeeting.com/register/888390792

Aon established Global Contractual Liability Product Established to Address Force Majeure and Additional Existing Gaps: In response to a marked increase in global demand to address contractual liabilities not otherwise covered by existing insurance options, Aon Construction Services Group has secured an offering for up to $100 million in limits to address contractual liabilities such as force majeure events, liquidated damages and performance coverage. Contractual liability policies are designed to indemnify another person or entity for actions excluded in typical insurance policies. The strongest demand for this type of coverage has been to mitigate the risk of damages resulting from performance shortfalls or delayed completion of a construction project. Aon's contractual liabilities capacity offering can be placed with markets in the U.S., Bermuda, London and Europe, and includes a broad appetite related to the type of work involved, geographic location or responsible entity. Purchase of coverage may be handled on a pooled or blanket basis by a client with a strong understanding of contractual exposures and a willingness to participate in the risk with a reasonable retained amount. Contact Kelly Drinkwine at 312.381.268 or kelly.drinkwine@aon.com

Aon Consulting to Acquire J.P. Morgan Compensation and Benefit Strategies Division: Aon Consulting, announces that it has signed a definitive agreement to acquire J.P. Morgan Compensation and Benefit Strategies, a division of J.P. Morgan Retirement Plan Services, LLC. "Aon continues to invest in the industry's best talent and innovative solutions to serve clients with distinction," said Kathryn Hayley, CEO of Aon Consulting. "The combination of exceptional talent joining our firm and a strong client base makes this acquisition an ideal strategic fit for Aon Consulting." Through this deal, Aon Consulting enhances its benefits consulting intellectual capital in key areas, including pension actuarial and advisory services. This expertise extends nationwide, with offices in 13 markets, such as New York, Boston, Chicago, St. Louis, Dallas, Denver, Los Angeles and
San Francisco. "With this acquisition, we strengthen our geographic presence in key markets, adding approximately 150 new colleagues nationwide with deep technical knowledge, complementing our global team in providing employee benefit program solutions and services in areas such as complex union negotiations, benefit reimbursements for government contracts, and benefit issues unique to law firms and other professional services firms," said Hayley. "This will be a seamless transition for current J.P. Morgan Compensation and Benefit Strategies clients, and will open up new opportunities and arenas of expertise for them and our existing Aon Consulting clients." Contact Joe Micucci at 312.381.4786 or joe.micucci@aon.com

**Aspen London Launches New Privacy Control Product:** Aspen London's new Privacy Control Product has now been launched, providing end to end coverage for Privacy, Network Security, Media and Technology Liability along with Privacy Breach Notification & Response Services up to US$10M. Additionally, Aspen also provides Pre-Claim Loss Mitigation Costs for potential privacy breaches, providing clients with crisis management, forensic and legal costs for breach investigations prior to a formal claim being established. The policy provides clients with a risk managed approach to privacy and breach notification in conjunction with forensic and legal experts. First Party coverage for Business Interruption, Data Loss and Extortion can also be provided. All classes will be considered, including financial institutions. Contact Rick Welsh in London at +44.207.184.8261 or rick.welsh@aspeninsurance.co.uk

**Brit Insurance establishes Australian office replacing its previous third party arrangement:** Brit Insurance, the international insurance and reinsurance group, announce the establishment of its own Australian office replacing its previous third party arrangement. Located in Sydney’s financial district, it will provide local representative services initially for the company’s reinsurance activities. The office will be headed by Mike Davidson, who takes up his position as Managing Director with immediate effect. Mike has extensive experience at a senior level in the Australian and New Zealand reinsurance markets and is well known to brokers and ceding companies in these territories. Mike will be responsible for marketing and promoting Brit Insurance throughout the region, sourcing potential new business and managing existing relationships. Contact Mark Jones at 0207.984.8500 or mark.jones@britinsurance.com

**Burns & Wilcox launches on-line University partnership:** The H.W. Kaufman Financial Group/Burns & Wilcox has created a web-based portal for delivering comprehensive education, training and development services to insurance professionals. This education
portal also allows the company and the individual employee to track their participation and accomplishments as well as managing the costs associated with training and education. There is a comprehensive sales and marketing curriculum as well as a number of personal development courses such as time management and financial planning. Additionally, students are able to access over 300 digitalized books and short videos featuring “best in class” business leadership practices. Another benefit to producers is found through a strategic alliance with Kaplan Financial Education. Working with Kaplan, the Kaufman Institute is currently offering Burns & Wilcox employees access to online insurance CE credited courses for all states as well as electronic filing of those credits. These courses were made possible as a result of a partnership between Burns and Wilcox and Walsh College, a private, independent all-business college in southeast Michigan. All of the courses are offered via an approach called asynchronistic distance learning. Simply translated this means that there is an instructor and there are weekly assignments and quizzes, but the instructor and the individual students do not need to be online at the same time. Students can access the course at their convenience during the week – the courses run 10 weeks – complete assignments, and get feedback from the instructor at times convenient for them. In other words, they can continue to work and schedule “school” around their work requirements. Contact Suzie Mitchell at 248.932.9000 or smitchell@burns-wilcox.com

Colemont Insurance Brokers announces New Product Withdrawal Insurance Program: Colemont Insurance Brokers is pleased to announce the availability of a unique new insurance program designed to address the product recall, withdrawal expense, and recall liability exposures of smaller and mid-sized manufacturers of nonfood products with replacement value of less than $100, including items like small appliances and office supplies. "Before now, this coverage simply wasn't affordable for smaller and mid-sized manufacturers. They were given little option other than to self-insure and carry the exposures themselves," said Bernie Steves, Senior Vice President for Colemont and leader of the company's product recall team that developed the new product withdrawal program. "With over 300 recalls announced by the Consumer Product Safety Commission in 2009, and with greater responsibilities placed on manufacturers from the Consumer Product Safety Improve Act of 2008, these companies face a much greater level of exposure than they have in the past." Colemont has a number of solutions for higher risk products including food, beverage, and automotive goods, but the company's product withdrawal program is the first to address the needs of smaller consumer goods manufacturers in an affordable manner. Contact Neil Kessler at 214.561.7000 or neil.kessler@colemont.com
Ironshore Specialty Casualty Introduces Transition Coverage to Protect Product Liability Risk: Ironshore Inc. announced today that its Specialty Casualty division will provide dedicated General Liability or Follow Form Excess insurance coverage as a separate policy to protect against past or future product liability risk. Transition Protection Insurance can be underwritten for a period of one to five years to protect insureds against future and/or retroactive claims. Ironshore developed the program to provide a separate policy and set of coverage limits to help companies manage liability risk exposure for discontinued products or operations. Mr. Tim McAuliffe, President of Ironshore Specialty Casualty, noted that the program offers “an insurance solution in direct response to heightened merger and acquisition activity on the horizon as the economy begins to improve within select industry categories.” Ironshore Specialty Casualty is offering the insurance coverage with one set of limits to be applied to the policy term. The occurrence period can be in the future, or Ironshore can establish an injury/offense period, which is the timeframe when the claim occurs, to cover potential liability risk resulting from past operations. General Liability limits for the coverage can be written for up to $10 million. Minimum Premiums are $50,000. Contact Gaye Torrance at 212.691.5810 or lgtorrance@torranceco.com

Ironshore Introduces Comprehensive Environmental Healthcare Program for Medical Facilities: Ironshore Inc. is offering an all encompassing environmental insurance program to help healthcare facilities manage environmental liability exposures and curtail restitution expenses. Ironshore’s Environmental Insurance division will provide coverage for a broad range of site pollution exposures, including mold, legionella, hazardous spills and waste disposal activities. Program enhancements allow for coverage of disinfection of facility-borne bacteria and viruses, evacuation expenses and nuclear, biological, chemical and radiological (NBCR) terrorism events. Ironshore’s Environmental Healthcare program falls under the Site Pollution Incident Legal Liability Select (SPILLS) policy, developed to cover a broad definition of pollutants that present liability risk exposure for hospitals, assisted living communities, skilled nursing and hospice services, and other medical institutions. “Ironshore is pleased to offer this innovative solution for environmental risk, coupled with our differentiating client-claims partnership, to mitigate the risk of identified pollutants that can cause environmental and natural resource damage, property damage and bodily injury at medical facilities,” said Joseph L. Boren, Chief Executive Officer, Ironshore Environmental. “The policy is designed to protect affected parties from liability risk and control costs in the
Ironshore’s Healthcare SPILLS policy can be underwritten for limits from $1 million to $30 million, with premiums beginning at $10,000. Coverage is not site specific, and provides for first- and third-party on and off site remediation of contamination, third party bodily injury and property damage, including natural resource damages, as well as damages associated with transportation, waste disposal activities and business interruption. Contact Gaye Torrance at 212.691.5810 or lgtorrance@torranceco.com

Kinsale Capital Group Launches New US Excess and Surplus Lines Insurance Company: Kinsale Capital Group, Ltd. (“Kinsale”) announces the formation of Kinsale Insurance Company, Inc. (“KIC”), a specialty insurance operation based in Richmond, VA. KIC underwrites commercial property/casualty and professional liability lines within the excess and surplus lines segment in 31 states/District of Columbia and is applying for eligibility in the remaining states. Kinsale and its affiliates currently have 43 employees in Richmond, VA. Kinsale recently raised $80 million of capital and has invested $66 million of this capital in its subsidiary KIC. Investment strength behind Kinsale includes Moelis Capital Partners, LLC and Virginia Capital Partners, LLC. Moelis Capital Partners, based in New York, NY, is a private equity firm that specializes in investments in the middle market and has significant insurance and financial services industry expertise. Virginia Capital Partners, based in Richmond, VA, has investments in more than 30 enterprises with significant experience investing in excess and surplus lines insurance companies. Michael P. Kehoe, President and CEO of Kinsale, stated, “The quality investors and employees at Kinsale give us tremendous confidence in our ability to execute our business plan, serve our customers and build our business. We are establishing a great platform, built around people, technology and an entrepreneurial business culture, on which we will develop a great company.” Contact Robert Neal at 804.289.1318 or bob.neal@kinsaleins.com

Marsh Completes Acquisition of HSBC Insurance Brokers: Marsh completed its previously agreed acquisition of HSBC Insurance Brokers Limited (HIBL), a wholly owned subsidiary of HSBC Bank plc, in the UK and other key markets in Asia and the Middle East. On 18 December last year, Marsh announced that it would acquire HIBL for £135 million. Concurrent with this transaction, Marsh has also entered into an agreement as a Preferred Strategic Partner to HSBC. This provides Marsh with the unique opportunity to provide insurance broking and risk management services to corporate and private clients referred to Marsh by HSBC. During a transitional phase,
scheduled to last through the end of the calendar year, HIBL will operate under the name Marsh Brokers Limited (MBL) in the UK and certain other geographies. MBL is an international provider of risk intermediary and risk advisory services headquartered in London. Ranked among the top brokers in the UK, MBL enjoys strong market positions in both established and developing markets, including Education, Marine and Specie. The acquisition, which Marsh funded with cash, has been completed in all geographies with the exception of Abu Dhabi and Saudi Arabia, where Marsh expects to close in the second quarter of 2010. The acquired revenue of MBL's operations is approximately £130 million on an annual basis. Contact Eileen Mercer at eileen.mercer@marsh.com

Max Capital Group and Harbor Point Agree to Merger of Equals: Max Capital Group Ltd. announces that the boards of directors of both Max and Harbor Point have unanimously approved a definitive amalgamation agreement for a merger of equals. The combined company will be renamed and rebranded as Alterra Capital Holdings Limited (“Alterra”) and after the consummation of the merger will trade on the NASDAQ Global Select market under the symbol ALTE. Under the terms of the definitive amalgamation agreement, holders of Harbor Point common stock will each receive a fixed exchange ratio of 3.7769 Max common shares for each Harbor Point share. In addition, both Max and Harbor Point intend for the board of directors of the combined company to declare a special cash dividend of $2.50 per share following closing to all shareholders of the combined company (approximately $300 million in total). Following the merger, Harbor Point shareholders will own approximately 52% of the combined company on a fully diluted basis, with Max shareholders owning approximately 48%. Completion of the transaction is contingent upon customary closing conditions, including the approvals of shareholders and regulatory approvals and notices, and is expected to close in the second quarter of 2010. Following the close of the transaction, W. Marston (Marty) Becker, Chairman and Chief Executive Officer of Max will be President and Chief Executive Officer of Alterra and serve as a Director; while John R. Berger, Director, Chief Executive Officer and President of Harbor Point will be Chief Executive Officer of Reinsurance of Alterra and Vice Chairman of the board of directors. Mr. Berger will also chair the Board’s Underwriting Committee. Contact Susan Spivak at 212.898.6640 or susan.spivak@maxcapservices.com

Navigators Introduces Enhanced Technology Professional Liability Coverage: The Navigators Group, Inc. announces that its principal underwriting agency subsidiary, Navigators Management Company, Inc., has introduced its ConvergenceSM policy, providing
enhanced professional liability coverage to IT consultants, software
developers, business process outsourcing firms and providers of web-
based services and other technology firms. “The exposures faced by
technology providers, outsourced business service providers,
telecommunications companies and media companies continue to
merge,” said Michael Carr, Vice President of Technology & Media,
who joined Navigators in November of 2009. “Examples of this
evolution can include subscription software providers taking custody
of confidential data that was once stored by their clients, and
companies whose media exposure has expanded beyond their own
brochures and websites or using social media like Facebook and
Twitter.” Navigators has responded to this convergence of exposures
with the ConvergenceSM policy form. Available coverage highlights
include the ability to tailor additional professional services on the
declaration, defense of privacy regulatory investigations and payment
of regulatory restitution funds, as well as coverage for media that can
extend to posts on blogs and social media sites made by the insured in
the course of its business. "We are excited to introduce this critical
and important new product to the marketplace," said Christopher
Alfieri, Vice President of Professional Liability. “Michael is a
recognized leader in the Technology and Media Professional Liability
market and we look forward to leveraging his substantial expertise to
offer additional privacy, security and media products in the coming
months.” Contact Taha Ebrahimi at 914.933.6209 or
tebrahimi@navg.com

Navigators Expands Professional Liability with New Architects
& Engineers Team: The Navigators Group, Inc. announces that its
principal underwriting agency subsidiary, Navigators Management
Company, Inc., has expanded its Professional Liability division by
hiring a dedicated team of industry experts in the Architects &
Engineers Professional Liability arena. Distribution will now be
focused on direct relationships with appointed Architects & Engineers
agents. As of today, new business submissions with effective dates on
or after April 1, 2010, can be submitted directly to Navigators. “We
are excited to launch our new Architects & Engineers program with
expanded underwriting appetite and suite of products,” commented
Reina Gregorio, President of Professional Liability. “I’m pleased to
welcome this dynamic new team to the Professional Liability division
and I believe they will provide innovative solutions that will meet the
evolving needs of our customers.” Bill Farran has been hired to lead
this new initiative for Navigators. Mr. Farran has over 22 years
experience working in the Architects & Engineers marketplace. Prior
to working for Navigators, he worked at Travelers where he held the
position of Practice Leader for the Design Professionals and Real
Estate Professionals divisions within Travelers Bonds and Financial
Products. Joining him are underwriting directors David Blue, previously of Victor O. Schinnerer, Inc., and Allison Esrig, previously of Travelers. Contact Taha Ebrahimi at 914.933.6209 or tebrahimi@navg.com

**OneBeacon Professional Insurance Introduces New Technology Errors & Omissions Coverage:** OneBeacon Professional Insurance (OBPI), announces a new Technology Errors & Omissions (E&O) product targeted to technology firms, including application service providers, software developers, technology consulting firms, and companies involved in systems integration and maintenance. OBPI’s Technology E&O insurance includes coverage for Professional and Technology Services Liability, Technology Products Liability, Media Liability, and Network Security and Privacy Liability. The Professional Services insurance can also extend coverage to certain non-technology related services. In addition, OBPI’s policy provides coverage for certain costs associated with complying with a breach notification law. This is all available to prospective insureds through one standard policy form, with limits up to $10 million. Both primary and excess coverages are available. Specialized protection and features include Media Liability coverage for online and offline media communication activities; worldwide coverage; coverage for copyright infringement in connection with the development of a technology product; and a definition of insured that includes independent contractors. Contact Sasha Valasek at 781.332.7165 or svalasek@onebeacon.com

**OneBeacon Introduces Construction @VANTAGE:** OneBeacon Insurance Group is pleased to announce Construction @vantage® a powerful new solution to help contractors safeguard their operations. The policy combines coverage for property, equipment breakdown, crime, contractors equipment, builders risk and installation. OneBeacon’s Construction @vantage® combines property, equipment breakdown, crime, contractors equipment, builders risk and installation in one state-of-the-art policy for the construction industry. The policy includes 25 new or enhanced coverages, including “green” upgrades; construction documents and models; costs to reerect undamaged scaffolding and forms; delay-in-completion expenses; expendable supplies; and much more. If a loss occurrence triggers multiple coverages, the policyholder pays only one single occurrence Deductible. In the highly competitive construction business, the last thing contractors need is to have their equipment stolen. OneBeacon offers its customers an extra layer of protection against construction equipment theft through collaborations with DPL America, National Equipment Register and Lojack. Construction @vantage customers may be entitled to discounts from these vendors; and OneBeacon may
apply a deductible waiver, under certain circumstances, for equipment that uses GPS tracking technology. Contact Maggie Sheehan at 781.332.7271 or msheehan@onebeacon.com

**Starr Indemnity & Liability Company and Chubb Enter Into Workers Compensation Underwriting Agreement:** Starr Indemnity & Liability Company, Inc enters into an underwriting agreement under which Chubb will provide workers compensation coverages to Starr Indemnity’s construction, energy and environmental customers. These coverages will be underwritten directly by Starr Indemnity. The target segments include contractors, energy resources customers, energy/environmental consultants, and manufacturers of energy or environmental-related products. Contact Beth Dozier at 202.429.1833 or bethdozier@rational360.com

**Starr Surplus Lines Insurance Introduces STARR PRO for Architects, Engineers and Contractors:** Starr Surplus Lines Insurance Company, Inc. (Starr Surplus), announces the introduction of STARR PRO for Architects, Engineers and Contractors. STARR PRO is an expanding suite of professional liability solutions for specialized professions. STARR PRO for Architects, Engineers and Contractors is a comprehensive, innovative program of primary and excess professional liability claims made and reported coverages for design firms and contractors. STARR PRO for Architects, Engineers and Contractors’ target industries include Architecture, Civil Engineering, Mechanical Engineering, Electrical Engineering, Structural Engineering, Soils Engineering, Laboratory Testing, Landscape Architecture, Greenscape Architecture, Land Surveying, Construction/Project Management, Process Engineering, Hydrogeology/Geology, HVAC Engineering, Fire Protection Engineering, Interior Design and Land Use Planning. STARR PRO can provide manuscript endorsements tailored to meet customers’ specific needs. Contact Beth Dozier at 202.429.1833 or bethdozier@rational360.com

**Swett & Crawford underwriting Announces New Allied Healthcare Program:** Swett & Crawford Underwriting announces the launch of a new program targeting Allied Healthcare providers. Mary K. Nolan, Senior Vice President, Healthcare Underwriting explained, “Allied healthcare professions and providers are a critical link in the delivery of healthcare services. Swett & Crawford has ramped up its historic commitment to serving brokers with clients in the healthcare industry by adding markets in this vital component, and to staying on top of opportunities for our customers to expand their business in this industry.” The program offers both Professional and General liability for over 50 classes in the Allied Healthcare
arena. Contact Mary Nolan at 415.951.8418 or mary_nolan@swett.com

**WKF&C Expands Into Atlanta:** Thomas J. Kennedy, president and CEO of WKF&C Agency, Inc. announces plans to expand its operation into the Southeast with the appointment of Lisa Ciancio as assistant vice president – professional lines. Ciancio will be based out of Atlanta, Georgia, and will service the needs of the wholesalers situated in GA, AL, FL, NC, SC, VA, TN, LA, AR and MS. A professional lines specialist, she will be responsible for all activities for the new Atlanta office handling both new and renewal business. Contact Lisa at 678.954.4851 or lciancio@wkfc.com

**XL Insurance Announces XLsmartADVANTAGE, a Professional Liability Risk Management Program for Small A&E firms:** XL Insurance, unveils the XLsmartADVANTAGE, a specialized professional liability insurance program specifically designed for small architectural and engineering firms. The $11 billion Design Professional industry is largely driven by small firms nationwide with approximately 87 percent of all A/E firms generating $1 million or less in annual revenue,” according to Alex Blanco, Chief Underwriting Officer of XL Insurance’s Design Professional group. The XLsmartADVANTAGE professional liability program offers one or two year policy terms with limits up to $1 million. The program also includes: Dollar One Defense, Full prior acts coverage beginning the third consecutive year of coverage, One time aggregate deductible at no additional cost, Up to a 10% premium credit with loss prevention education program completion, and Ongoing education opportunities including receipt of Communiqué, a risk management e-newsletter and online access to loss prevention education programs such as Contract Basics for Design Professionals for continuing education credits. XLsmartADVANTAGE also offers online access to The XL Insurance Contract Guide for Design Professionals: A Risk Management Handbook for Architects and Engineers, a resource book which covers more than 100 topics of issue-driven discussions, claims scenarios, problem-solving strategies and contract language solutions and offers considerable management guidance on topics ranging from financial management to hiring and training project managers. Contact Christine Weirsky at 610.968.9395 or christine.weirsky@xlgroup.com

**Zurich launches monoline umbrella product for lumber and hardware operations thru American Lumber Underwriters of North Carolina:** Zurich North America Commercial’s Specialties business unit announces that it is offering a monoline umbrella product for customers who are engaged in the lumber and hardware
industries. This offering is administered by the Huntersville, N.C.-based American Lumber Underwriters and is available to agents and prospective clients nationwide. This umbrella product may be written over any carrier with an A-VII rating or better. The American Lumber Underwriters Group umbrella targets a wide variety of lumber and hardware businesses such as sawmills and planing mills, lumberyards and building material dealers, hardware stores, millwork, just to name a few. The coverage is available nationwide except in the states of Hawaii and Alaska. Coverage limits are available at $1 million, $3 million, $5 million and $10 million. Contact Steve McKay at 847.706.2265 or steven.mckay@zurichna.com

**Zurich and Sonoma Risk Introduces Litigation Insurance:**
Zurich, a leading writer of program business in the United States, announces that it is working with Sonoma Risk Insurance Agency (Sonoma Risk), to offer a first-of-its-kind attorneys’ fees insurance program in the U.S. – Plaintiff Contract Litigation Insurance (PCLI). This new PCLI program is designed to insure a plaintiff in a contractual lawsuit against the risk of paying their adversary’s attorneys’ fees if unsuccessful in prosecuting their contract claim. Key information regarding the PCLI program is as follows: Plaintiffs can apply for a policy any time within the first 60 days of filing the underlying lawsuit; Policy coverage period matches the duration of litigation; and Policy is triggered when the defendant prevails at trial or summary judgment. Contact Jennifer Nowacki at 847.605.6511 or jennifer.nowacki@zurichna.com

**Zurich offers college graduates life-changing opportunities to launch careers at home and abroad:** College and university graduates may face a lean job market this May but Zurich, a leading property and casualty insurance provider globally and in North America, is offering qualified grads the unparalleled opportunity to jumpstart their careers in the U.S.—or abroad—through Zurich’s Associate programs. Zurich employs more than 60,000 people in more than 170 countries around the globe and gives Associate Program participants the opportunity to spend 10 to 11 months learning the inner workings of a global insurance company. Their time is split between participating in classroom-style sessions, working for 22 weeks in their chosen hiring function and rotating through Zurich’s other service areas, which include but are not limited to claims, underwriting, and risk engineering. Depending on their qualifications, graduates may qualify for either of two Associate programs: the Global Associate Program and the Associate Program in North America. For qualified graduates eager to gain international business experience, the Global Associate Program (GAP) provides opportunities across the Zurich and Farmers (a Zurich subsidiary)
businesses. This 11-month program kicks off at Zurich’s headquarters in Zurich, Switzerland. Global Associates meet with top-level executives, get exposed to Zurich's global strategies and receive in-depth training on the financial aspects of an insurer's operations. Global Associates experience 10 weeks of an international rotation. Each Associate receives a mentor, makes international contacts, and is expected to be internationally mobile to meet the needs of the business. Contact Brett McKenzie Wood at 847.605.8826 or brett.wood@zurichna.com

Zurich North America Commercial introduces new Errors & Omissions policy for employed lawyers: Zurich, a leading property and casualty insurance provider globally and in North America, introduces employed Lawyers Select™, a new errors & omissions policy that gives in-house counsel coverage against negligence claims. This coverage is designed for companies of all sizes, from Fortune 1000 companies to smaller businesses looking to provide comprehensive coverage for their in-house counsel, no matter how many lawyers they have on staff,” said Brad Gow, head of Zurich North America Commercial's Specialties Errors & Omissions group. “As more companies bring work in-house, they are also increasing the exposure of their attorneys to lawsuits and financial loss.” Lori Bailey, regional underwriting manager for Zurich Integrated Products (ZIP) said the standalone professional liability policy incorporates many of the features and enhancements found in Zurich's directors & officers policies, along with a number of new enhancements unavailable elsewhere in the market. Contact Steve McKay at 847.706.2265 or steven.mckay@zurichna.com

Zurich Launches a New Web-based tool helps assess tech firms’ current enterprise risk management preparedness: Zurich, announces the launch of Zurich Enterprise Risk Management (ERM) HealthCheck Tool. This new, easy-to-use tool helps provide mid-size to large technology companies with a realistic check of their current ERM preparedness. ERM promotes a holistic, 360-degree approach to risk and opportunity management. It can help to uncover and manage a company’s business challenges, including operations and procedures, management styles and business strategies, industry issues, emerging risks and more. “Technology firms, by their nature, are particularly susceptible to a variety of emerging, ever-changing risks that can, if not anticipated and managed, jeopardize their profitability, or even their very existence,” said David Allred, technology practice leader for Zurich North America Commercial. “For example, many firms have complex global supply chains that are susceptible to a variety of interruptions. ERM can also look at things like labor relations or the ability to keep research and development (R
& D) efforts functioning in the event of a physical loss at their facilities. With an effective ERM program in place, technology firms will be better prepared to manage the risks and challenges to profitability to enable improved strategic decision making. “Not only does the Zurich ERM HealthCheck Tool offer a high-level assessment of a technology firm’s current ERM strategy and processes, also provides the user with some recommendations on how to improve his/her businesses’ current ERM preparedness. This tool takes a broad look at ERM, the commitments involved in implementing it effectively, and the benefits that businesses can achieve as a result. Contact Jennifer Nowacki at 847.605.6511 or jennifer.nowacki@zurichna.com

Zurich North America Commercial creates new dedicated management solutions practice aimed at public emerging growth companies with revenues under $500 Million: Zurich has created a new dedicated practice aimed at offering management liability solutions to public emerging growth companies with revenues under $500 Million. The new practice, called Public Markets Group, will offer Directors & Officers (D&O), Employment Practices Liability, Fiduciary and Crime insurance coverages. Policy Enhancements include: Definition of ‘executive officer’ limited to a company's chief executive officer, chief financial officer and in-house general counsel, Employed Lawyers Coverage extension, Fully non-rescindable policy, Increased automatic coverage (up to 35 percent) for newly acquired organizations Notice of Claim limited to general counsel, risk manager or their functional equivalent, Alternate Dispute Resolution requirement deleted, and Disclosure management coverage sublimit. Contact Steve McKay at 847.706.2265 or steven.mckay@zurichna.com

NPA’s NEXT DEADLINE
The next NPA deadline is day 28 of the month. There is no charge to submit NPA content.

PROMOTE YOUR NEW INSURANCE PRODUCTS HERE
Do you have a new program or a new policy? Send a note about your new products, offerings, acquisitions, or services to editors@advisen.com with NPA in the subject line. We'll include that item in our next New Products Announcements. Advisen's NPA column is distributed via our Front Page News e-mail to 100,000 commercial insurance professionals.

JOB POSTINGS?
Send the summary of your open positions to jobpostings@advisen.com and we’ll broadcast it to our FPN readers. Postings are free for Advisen.com clients; all others pay $250 per post. Content deadlines are day 14 and day 28 of each month.

PEOPLE ON THE MOVE
Send your hiring and promotion announcements to editors@advisen.com and we’ll include them in Advisen’s most read column, POM. Postings are free. Content deadlines are day 14 and day 28 of each month.

ARE YOU AVAILABLE?
Advisen is now posting names of commercial insurance people who have told us they are AVAILABLE. As a supportive service to our colleagues in the industry during these turbulent times, we now post brief bios and contact information from Commercial Property & Casualty insurance professionals who are seeking employment. Want to be on this monthly list? Enter your submission via http://corner.advisen.com and select People and choose Jobs Wanted. Our intent is to make sure that we capitalize on the distribution power of Front Page News (FPN), the utility of the Advisen Corner, and our ability to reach over 100,000 insurance professionals each day so as to assist in their job search. Given the way talent moves in the insurance industry, we offer this list as a public service, at no charge, and viewable by all FPN recipients. You can also view the latest edition of Jobs Wanted via http://corner.advisen.com, then select People and choose Jobs Wanted.