

2020 PROPERTY AND CASUALTY PROGRAM

Key drivers impacting Property and Casualty markets



Hard market across many lines of coverage — premium costs increasing



Increased loss severity. **HIT HARD:** Auto Liability, Property, Healthcare Professional Liability, Umbrella, and Excess



Third-party litigation funding fueling increased number of nuclear verdicts

About us

Vizient Insurance Services — Property and Casualty has over 400 members who have benefited from partnering with one or more of our program partners. Our “open broker” model allows members to access unique contract “value-adds” offered through each carrier partner. Vizient Insurance Services has also partnered with Lockton Companies to provide independent advice and a broad array of risk management services. We can help connect you to these important services.

Lines of coverage — open broker programs

Hospital Professional Liability and General Liability (HPL/GL)	CNA	Over 150 Vizient members have turned to CNA for HPL/GL. CNA is offering “Vizient only” coverage enhancements, onsite consulting, tools, and education.
Cyber Liability and Breach Response	Beazley	Over 220 members have selected Beazley for Cyber Liability. Unique features include 5% no claims premium discount, onsite consulting (based on revenue), tools and education.
Active Shooter and Child Abduction	Beazley	NEW PROGRAM — Active Shooter is quickly becoming a “requirement” for healthcare organizations. Broad policy, competitive cost, and unique inclusion of child abduction.
Allied Health Professionals Professional Liability (individuals)	Berxi	NEW PROGRAM — Unique online experience for allied health professionals to buy a personal Professional Liability policy and save up to 20%.

Retail brokerage services available to members

Construction — rolling OCIPs program	Lockton	OCIPs have demonstrated significant coverage and cost benefits. Engage us in the construction planning process and see how you can save 3% or more of the total construction costs.
Captive Management and Advisory	Lockton	Captives are excellent alternative financing mechanism to help manage the impact of changing market conditions. Lockton will help you assess whether a captive makes sense and secure the best option.
ERM — Enterprise Risk Management	Lockton	Enterprise Risk Management has become a Board-level issue. Lockton can help implement an ERM framework to manage risks and opportunities, plan for contingencies, and monitor progress.
Risk Finance Advisory	Lockton	Changing markets have created a demand for alternative risk programs. These mechanisms can help members leverage their own balance sheets to minimize the impact of increased retentions, rates, and premiums. Schedule a review with Lockton.
Workers’ Compensation Consulting	Lockton	Rising premiums have placed a premium on managing variable costs. Lockton’s INSIGHT tool allows members to create customized benchmarks and identify areas of opportunity. Schedule a Workers’ Compensation program review using Lockton INSIGHT and reduce your variable costs.

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