



# Cover Comparison Aide Memoir for Security & Fire Protection Contractors



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Our Policy is designed to provide comprehensive cover at competitive premiums & this cover comparison may assist you when comparing alternative quotations, which may initially appear more attractive than our headline premium but have cover deficiencies:

	Sutton Specialist Risks Policy	Other Insurers Policies
1. Public/Products Liability	Up to £5,000,000 with higher limits available via a bespoke excess of loss scheme.	Some providers are unable to obtain limits above £5,000,000.
2. Inefficacy (failure to perform & contractual liability)	Our Policy includes inefficacy cover, the failure to perform as standard & if you place an excess layer with us that will include it as well.  Our wording gives cover for failure of products & also for failure to provide the contracted services (for guarding companies).  The product definition includes advice design etc in connection with products so incorrect design is included provided it's not done purely for a fee (where PI cover would be needed, but we give some cover for free anyway).	Often this is not included or may have an inner limit of only £100,000 or less. Additionally cover may be restricted to work on domestic properties only – i.e. no cover for commercial properties.  May not cover failure to perform contracted services.  Does the inefficacy cover include incorrect design when not done for a fee?
3. Damage to property being worked upon	The standard market exclusion of “that part” being worked upon is removed for work on alarm or extinguishing or other security devices or the provision of services (ie guarding).	Many other policies will contain the full exclusion of “that part” being worked on.
4. Wrongful arrest	We give cover for wrongful arrest to the full PL limit of indemnity & there is no excess applying.	May only give cover with a much lower limit & could well have an excess applying.
5. Criminal Acts of employees	The Public Liability Section is extended to cover the Insured's legal liability for loss of or damage to Third Parties (bodily injury) and their property arising out of criminal or deliberate act's committed by employees of the Insured, provided such action is not condoned or sanctioned by the Company.  This cover really is crucial for guarding & door companies.	This is often excluded by other insurers and where covered there are also often inner limits such as £1m.  Many other policies will not cover criminal/deliberate acts of door companies – this is the area where most of their claims come from so it's imperative they have that cover. Some policies will even specifically have a belligerent act exclusion making them almost worthless.
6. Bodily Injury arising from consultancy/training	Our cover is extended to include legal liability for bodily injury arising out of training & consultancy.	Most other policies still contain a blanket exclusion of advice training etc for a fee – that probably means there is no cover for injury either so for example is there any cover for injury to passengers arising from driver training or physical training courses, physical intervention training & the like?
7. Public/Products Liability Excesses	Our standard policy excess is £250 Increased to: £1000 for building sites, car compounds & open cast mines £500 wheel clamping £1000 sprinkler or wet riser work £2500 mainframe computer suites  (Optional extensions & other sections have different excess levels)	Most of our competitor's excesses start at £500 or more and often rise to £1500 for building sites & the like.  Remember they may also have a wrongful arrest excess where as ours is nil.
8. Fidelity Bonding (optional extension)	This is similar to the Criminal Acts cover. However, unlike the Criminal Acts cover it is not subject to legal liability. This cover is designed for Third Party Losses. For example if a member of staff steals goods they are guarding, you can claim for these costs with out a drawn out criminal prosecution against the member of staff. This allows you to sustain a better relationship with the contract principal who doesn't have to wait so long for their reimbursement.  The standard limit is £250,000 & cover automatically cover misuse of phones with a £10,000 limit.	This is often excluded under other policies and where covered, it may not be so clear as to when and how you are able make a claim and the limits are likely to be lower. Other policies often restrict their cover to legal liability & alternatives may also not include misuse of phones cover.

Please note that the limits in this summary are our standard policy limits. Nearly all of these limits can be increased upon request, please enquire for further details.

This is not intended to be a comprehensive or definitive guide to our cover or the market & you should closely examine our detailed summary of cover with your quote & those from your alternative markets to formulate your own opinion.

	Sutton Specialist Risks Policy	Other Insurers Policies
9. Loss/Consequential Loss of Keys extension (optional extension)	Indemnity for loss to a customer arising from loss of a customer's keys whilst in the company's custody. Standard limit of indemnity is £75,000. Legal liability for consequential losses following the loss of keys would be covered under the Public Liability section. The definition of keys includes electronic pass cards.	This is normally excluded from policies which are not specific to the security industry. Of the Insurers who offer this cover they often have lower limits of indemnity.  Other insurers may also pay the consequences of the lost keys under their keys extension limit.
10. Financial Loss (including products) extension (optional extension)	Legal liability for financial loss (not in respect of, or as a consequence of bodily injury or damage to property) incurred by others, for claims made against the company during the period of insurance.  Standard limit of indemnity is £250,000 . NB our standard cover automatically includes financial loss (excluding products) cover.	This is often excluded from other policies which are not specific to the security/fire protection industry. When offered by other Insurers, the limits of indemnity may be lower.
11. Loss of gas extension (optional Extension)	We created this special extension to cater for the sudden loss of extinguishing gas from systems being worked on – this could be extinguishing systems or alarm systems linked in. Standard limit £10,000 (higher on request).	Other insurers may not provide any cover for loss of gas whilst working on systems – the value of gas contained in systems can be very high leaving clients uninsured for losses of this nature which a standard policy would most likely exclude by the "that part" worked on exclusion.
12. Service Indemnity Extension (optional extension)	£50,000 limit for motor vehicles (including their contents) in your custody.	This tailor made extension may not be available from other insurers.
13. Free Professional Indemnity	We give this free where no more than 10% of turnover relates to advice, design etc for a fee. Our policy automatically gives a full professional indemnity extension with a limit of £100,000 – higher limits available on request.	Generally not included.
14. Free Directors & Officers Liability	Limit of indemnity £100,000 subject to satisfactory Statement of Facts. Not available to sole traders or listed companies or those trading less than 2 years.	Generally not included
15. Other covers included as standard  Check to see if any alternative quotation includes the same additions of cover	<ul style="list-style-type: none"> <li>• Terrorism.</li> <li>• Liability arising from accidental exposure to asbestos products.</li> <li>• Environmental statutory liability - Limit of Indemnity is £1m.</li> <li>• Legionella – Limit of Indemnity is £1,000,000.</li> <li>• Corporate Manslaughter defence costs £1m limit.</li> <li>• Work in hostile territories (refer to policy wording).</li> <li>• Our policy allows a return premium of up to 25% (subject to any minimums stated) off the EL &amp; PL sections at year end adjustment.</li> </ul>	Often excluded  <b>Terrorism cover in particular would be a major deficiency for the security industry if not covered by an alternative quote.</b>  Other Insurers often allow no return premium at year end adjustment if a client does not achieve their estimate figures.
16. Insurers credit rating	As at 19/07/2011 QBE Insurance (Europe) Ltd have a credit rating with Standard & Poor's of A+ Stable	Credit rating may well be much lower. Do check other insurer's credit ratings meet your minimum requirements.
19. Stability of Insurer	QBE have been working with SSR for over 21 years providing specialist Insurance policies, making them one of the most stable markets to place your business.	Many other Insurers of Specialist policies have at different points, had to withdraw from the market leaving untold problems for their client's and brokers.



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