



IronHealth[®]

Managed Care E&O Liability



Policies that run rings around the competitions

IronHealth combines industry-leading underwriting capabilities with progressive solutions for the unique liability issues within the healthcare environment. We plan for an environment of changing, complex liability exposures and, as a result, are able to offer comprehensive coverage with increased customization and greater stability. Our staff of highly skilled, dedicated professionals, ensure prompt, consistent decision-making and quality service. As part of Ironshore Inc., our expansive coverage is backed by the financial strength of Ironshore Insurance Ltd., rated A (Excellent) by A.M. Best Company with a Financial Size Category of Class XIV.

Minimal exclusionary language

The result: A very broad form which allows insureds to avoid the need for multiple or multi-part policies. Significant privacy, security, media and crisis management coverage is built in.

- No EDP exclusion including no unauthorized use, no security failure, and no virus transmission exclusions
- No antitrust exclusion
- No insurance company E&O exclusion
- No contract or indemnification agreement exclusion
- No property, auto, workers compensation or EPL exclusions
- No nuclear or pollution exclusions
- No insolvency exclusion
- No patent, copyright or trademark exclusion
- No exclusion for claims alleging mental anguish
- No exclusion for developing, licensing or sales of software

Thoughtful solutions to the unthinkable

Out of a long-term commitment to the healthcare market, we bring deep experience and strong problem-solving capabilities to the relationship. Every risk has its unique conditions, so we customize the security and service solutions for each insured. Our flexible, yet disciplined underwriting informs our ability to respond to opportunities – even those in historically difficult venues – and to offer innovative coverage solutions.



Market leading coverage features

Broadest available definition of managed care services

Includes services and activities performed whether for the organization itself or for others, in person, on paper, electronically or in any other form. Services and activities are not tied to the application thus eliminating concern that a service will not be covered due to an inadvertent omission on the part of the insured or the producer.

Private information protection coverage

On a first dollar basis including cost for notification and credit monitoring. This coverage is offered as an additional limit and has no coinsurance or constraints around the vendors that can be used.

Definition of insured person

Extended to anyone duly authorized to conduct any managed care service on behalf of the insured.

Broad definition of claim

Affirmative coverage for claims brought by the government in any capacity.

Improved related claims language

We recognize that business practices change over time and the same allegations made a few years ago may be addressing very different business practices. To address this issue, we will not relate any claim made during our policy period to any other claim made against the insured more than 36 months prior to our policy inception.

We also recognize that insureds might choose not to report what at the time is a very insignificant matter. Or if they do choose to report that small matter, they would not expect a class action claim later on to be "related back" to that small claim simply because the allegations in both are similar. Therefore, we will not relate any class action claim made against the insured during our policy back to any non-class action claim brought in a prior policy period.

Good samaritan coverage

Included, as well as coverage for the provision of flu shots and other non-invasive medical services.

Additional limit option for excess liability

The possibility of unforeseen gaps or catastrophic events is always real. Our Additional Limit Option is automatically included in every MCO E&O excess policy and gives the insured the option to purchase "top off" insurance over their existing tower of insurance during the policy period or during the 12 months after policy expiration (for insureds who renew their policy with IronHealth). Extra protection can mean significant savings.

- Provides the insured with the ability to purchase additional liability limits during the policy period.
- Automatically included with all Managed Care E&O Professional Liability excess policies.
- If exercised, the additional limit attaches as new limit on top of the program.
- The insured can exercise the option at any time during the 12-month policy period, and the additional limit will become effective retroactive to the original policy inception date; if the insured renews their policy, they will be given an additional 12 months from the original policy expiration date to exercise the option.
- Insured has the option to purchase additional limits up to the amount of limits originally purchased with IronHealth. Subject to a maximum of \$10M.
- Additional premium payable for the new limit will be determined at the time of exercise, but will not exceed 30% of the limit purchased if the option is exercised during the policy period, and 40% of the limit if the option is exercised during the 12 months following the policy expiration (available only for those insureds who renew their policy with IronHealth).
- A 10% commission will be paid on the additional premium for the new limit for those accounts where commission was originally paid. Net deals will not be eligible for commission.

Underwriting appetite

IronHealth underwrites the full range of managed care organizations. We understand and have expertise in underwriting not only the large traditional managed care organizations such as HMOs and PPOs, but also the myriad of other organizations which provide managed care services including ACOs, IPAs, PHOs, UROs, MSOs, TPAs, PROs, QIOs, CVOs, care management and disease management companies, and healthcare consultants.

Payment plans

Annual or quarterly payment options are available. Quarterly payment option includes no installment fee.



Underwriting capabilities

- Primary and Excess Coverage
- Comprehensive Managed Care E&O coverage
- \$50M capacity
- Coverage available on a duty to defend or reimbursement basis
- Directors & Officers Liability coverage is available to our E&O insureds.
- Worldwide coverage

Additional coverage highlights

- Coverage for fines and penalties imposed under HIPAA and any other similar federal, state or local privacy law or regulation
- Vicarious liability for medical services as well as all managed care services and private information protection
- Non-cancelable by insurer
- Definition of insured includes spousal coverage
- Punitive damages with most favorable venue wording
- 90-day claim reporting
- Final adjudication language



What makes IronHealth different from its competitors?

Our experience in the healthcare liability segment has taught us that even in the toughest venues or most challenging circumstances, every broker needs risk transfer solutions that are tailored to a class of business or to a specific account. Our willingness to consider complex individual accounts has led us to develop innovative solutions that can be applied to all of our brokers' clients. In addition, our Custom Account Facility allows us to underwrite and craft coverage terms for circumstances that traditional carriers often decline to address.

By applying our underwriting expertise to these complex risks, we often find solutions that not only apply to the specific complex risk at hand but can also be applied to standard risks through product enhancements.

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