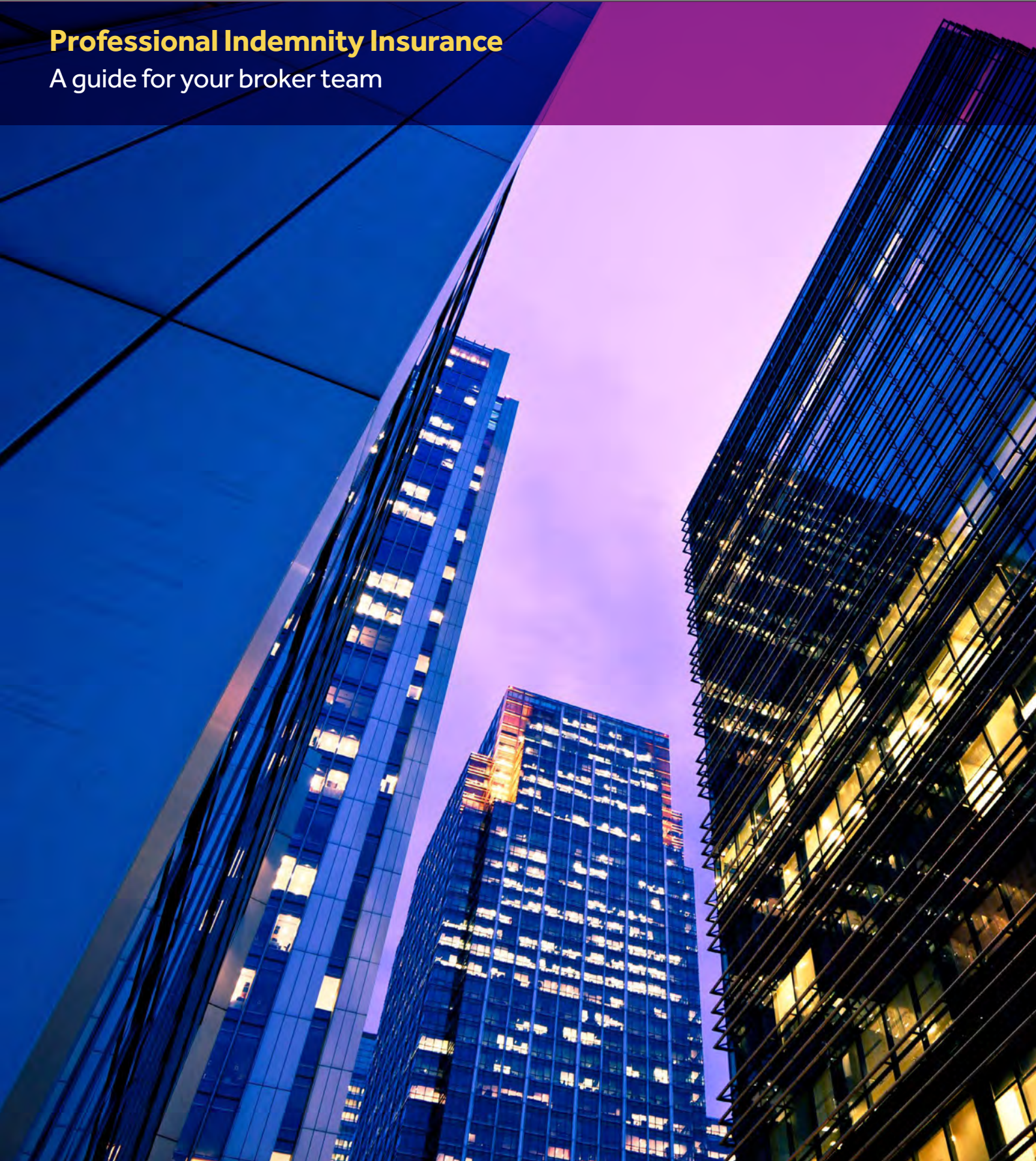




GLEMHAM
UNDERWRITING LIMITED

A healthy appetite for business...

Professional Indemnity Insurance
A guide for your broker team



Professional Indemnity Insurance

A guide for your broker team

Whether your client is a local accountant, architect, large software developer or a specialist telecommunications consultancy, we have the knowledge, ability and expertise to come up with the PI policy they need, working with you to ensure that we understand and meet their requirements. If your client needs it, we can also offer Public & Products Liability and Employers Liability under the same policy. In fact our IT, Media and Specialist Consultants products are specifically designed to combine Public & Products Liability with the PI cover, because we know that these exposures are often interwoven.

We're happy to underwrite both the traditional professions and the vast majority of companies or individuals who have to carry E&O cover, providing A rated* cover on all PI risks. We can also provide PI for overseas domiciled subsidiaries as well as US work and risks domiciled in the north and south of Ireland. However, please note that we don't cover solicitors, insurance and/or mortgage brokers or IFAs.

* Please see page 5 for details of our insurer ratings.

Listed right are the main professions we underwrite. If you don't see a particular profession listed then please ask us – our underwriting contacts are provided on the back page.





Accountants

Audit work
 Book-keeping
 Directorships
 General Accountancy and Compliance Taxation
 Insolvency, Liquidation and Receivership
 Management Consultancy
 Mergers and Acquisitions
 Payroll

Architects & Designers

Alteration (inc. Housing, Public Sector, Rail and Utilities)
 Bathroom and Kitchen Design (no installation)
 Exhibition Design
 Draughting Services
 Feasibility studies
 Garden (inc. Landscape) Designers
 Interior Design (structural/non-structural)
 New Buildings (inc. Housing, Public Sector, Rail and Utilities)
 Planning Supervision (CDM Regs)
 Product Design
 Town planning

Construction Professionals

Clerk of Works (inc. design amendments)
 Estimators
 Project Managers, Planning Supervisors

Design & Construction

Builders (Design only & Design & Construct)
 Closed Circuit Television Installation
 Conservatory Installation
 Ductwork installation
 Garage & Shed Erection
 Gas Fitter
 Road Surfacing Contractors
 Sprinkler Installation (inc. Efficacy)

Consulting Engineers

Acoustic
 Building Services
 Civil
 Electrical
 Lift Design & Manufacture
 Manufacturing (Precision)
 Mechanical & Electrical Building Services
 Mechanical (process control & production line)
 Project Coordination

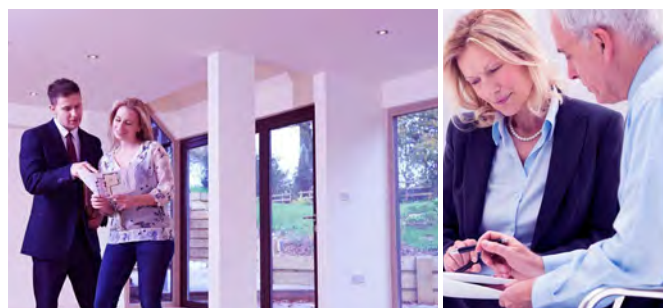
Project Management
 Refrigeration
 Structural

IT & Telecoms

Application Service Provider
 Business Process Outsource Consultancy
 Cabling (internal/external)
 CCTV Installation, Maintenance & Repair
 Database Management, Migration & Removal
 Data Protection Consultant
 Data Storage and Processing
 Domain Name Registration
 Hardware Design, Manufacture & Assembly
 Hardware Installation, Maintenance & Repair
 Hardware Leasing/Rental
 Hardware Sales & Distribution
 Internet Service Providers (resale only)
 IT Consultancy
 IT Facilities Management
 IT Outsourcing
 IT Management (inc. Interim) Consultancy
 IT Project Management
 IT Recruitment (inc. Vicarious Liability)
 IT Security Consultancy
 IT Training
 Network Design
 Network & Systems Support
 Payment Service Providers
 Search Engine Optimisation
 Server Hosting
 Software Consultancy
 Software Development & Customisation
 Software Installation
 Software Maintenance & Support
 Systems Integration
 Software Testing
 Telecoms Airtime resale
 Telecoms Consultancy
 Telecoms Hardware Installation, Maintenance & Repair
 Video Conferencing
 Website Design & Maintenance
 Website Hosting

Manufacturers and Suppliers (inc. design)

Manufacturers' and Suppliers' PI is aimed at businesses providing design, advice and consultancy; or who are involved in the design, specification and formulation of any product where their clients are increasingly expecting them to carry PI cover.



Marketing & Advertising

Advertising Agency
Brand Consultancy and Design
Communication Consultancy
Conference and Exhibition organiser
Copywriting
Graphic Design (inc. Print services)
Illustrators
Marketing Consultancy
Media Space booking (inc. TV & Radio)
Public Relations Consultancy
Sales Promotion Agency
Telesales and Telemarketing

Surveyors & Valuers

RICS Surveyors
Building Surveyors
Commercial Valuation (exc. Lending)
Damp & Rot Surveyors
Dilapidations
Estate & Letting Agents
Land Agency
Planning Consultancy
Quantity Surveying
Rating Consultancy

Miscellaneous Consultants

Agricultural Consultant (inc. Safety)
Air Conditioning Consultant
Animal and Wildlife Consultant
Automation Consultant
Brewing Consultant
Compliance Consultant
Cost Consultant
Debt Management Consultant
Disaster Recovery & Risk Management Consultant
Drainage Consultant
Economic Forecasting Consultant
Education Consultant
Emigration/Immigration Consultant
Energy Conservation Consultant
Environmental Consultant
Export/Import Consultant
Fire Safety Consultant
Fisheries Consultant
Food Safety and Hygiene Consultant
Forestry Consultant
Health & Safety Consultant
Horticulture Consultant
Hotel & Catering Consultant
Human Resources (Personnel) Consultant
Image Consultant
Insulation Consultant
Leisure Consultant
Licensing Consultant
Logistics Consultant
Management & Business (inc. Interim) Consultant
Medical & Scientific Consultant
Occupational Health Consultant
Pest Control Consultant

Pharmaceutical Consultant
Political Consultant
Procurement Consultant
Quality Assurance Consultant
Recruitment & Employment Consultant
(inc. Executive Search)
Science and Research Consultant
Security Consultant
Textile Consultant & Designers
Traffic Consultant
Training Consultant
Transport Consultant
Vibration Consultant

Other Professions

Actuaries
Arbitrator
Archivist
Aromatherapy
Archaeologist
Art Critic
Art Dealer/Valuer
Asbestos Management Surveys
Authors (inc. Technical)
Business Transfer Agent
Cartographer
Company Search Agency
Draughtsman
Fashion Design
Hypnotherapists
Legal Costs Drafting
Legal Services (non-practising Lawyers)
Logistics Consultancy
Loss Adjustors/Assessors
Marriage Guidance Counselling
Mediator
Notaries Public (not Solicitors)
Outsourcing Services
Patent and Trademark Agent
Proof Readers
Residents Associations
Speech Therapists
Sports Promotion Agency
Statisticians
Trade Associations
Translators & Interpreters
Travel Agency (inc. Consultancy)
Will Writers



Our Insurer ratings

Argo Group International Holdings Ltd and its subsidiaries is:

A. M. Best-rated 'A'

Standard and Poor's-rated 'A-'

Arch Insurance Company (Europe) Limited and its subsidiaries is:

A. M. Best-rated 'A+'

Standard and Poor's-rated 'A+'

Moody's-rated A2 and Fitch-rated A+

XL Catlin and its subsidiaries has one or more of the following ratings:

A.M. Best-rated 'A'

Standard and Poor's-rated 'A+'

Moody's-rated A2

Fitch-rated A+



Underwriting Contacts

In the first instance all quotations should be sent to quotes@glemham.com.

If you'd like to get on touch directly with one of our underwriters please contact:

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john.cross@glemham.com

For proposal forms and summaries of cover please visit www.glemham.com

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Underwriting with intelligence, insight and authority

