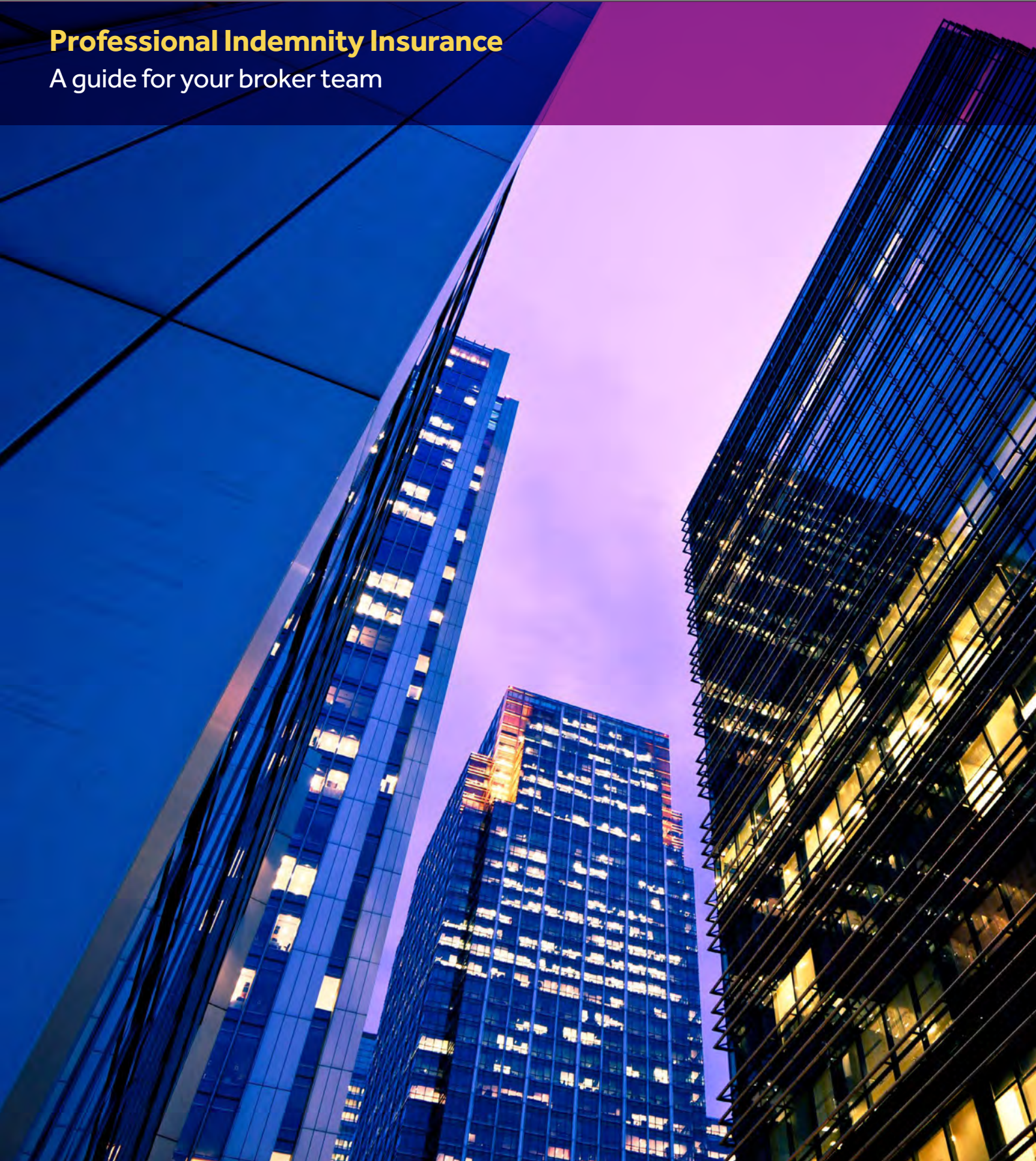




**GLEMHAM**  
UNDERWRITING LIMITED

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  
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

Employer's Agent  
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

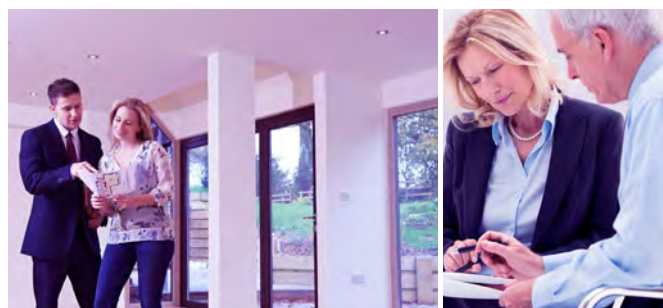
Project Management  
Refrigeration  
Structural

### 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

Air Conditioning Consultant  
Animal and Wildlife Consultant  
Automation Consultant  
Brewing Consultant  
Compliance Consultant  
Cost Consultant  
Disaster Recovery & Risk Management Consultant  
Drainage Consultant  
Economic Forecasting Consultant  
Education Consultant  
Emigration/Immigration Consultant  
Energy Conservation Consultant  
Environmental Consultant  
Export/Import 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  
Procurement Consultant  
Quality Assurance Consultant  
Recruitment & Employment Consultant  
(inc. Executive Search)  
Science and Research 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)





## 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+



## Underwriting Contacts

In the first instance all quotations should be sent to [quotes@glemham.com](mailto:quotes@glemham.com).

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

**Darren Galloway**

**01728 726596**

[darren.galloway@glemham.com](mailto:darren.galloway@glemham.com)

**John Cross**

**01728 726594**

[john.cross@glemham.com](mailto:john.cross@glemham.com)

For proposal forms and summaries of cover please visit [www.glemham.com](http://www.glemham.com)

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[info@glemham.com](mailto:info@glemham.com) [www.glemham.com](http://www.glemham.com)

**Underwriting with intelligence, insight and authority**

