

## Compare Insurance Policy Forms Side by Side

We have over 3,250 forms loaded in Advisen.com, and we have reduced our pending backlog to almost zero. Struggling to see the wording differences between two or more forms? Ahead of your upcoming renewals, compare conditions, definitions, exclusions and topics across our collection of 3,250 forms. The whole display exports to Microsoft Word, and you can easily compare wordings side-by-side with the click of a mouse. To view changes between carriers or how a new form differs from an older version, Advisen simplifies this process and saves you hours.

### **NEW!**

We just added a category for Cyber-Tech forms. For 190 global forms comprising all types of technology services, media, network security, and data privacy & theft forms, we now track and fully delineate verbiage for coverage terms and insuring agreements, 20 different conditions, 26 different definitions, and 39 different exclusions.

### **SEND US A FORM TO ADD TO OUR POLCOMP COLLECTION**

Add a form to our collection by sending it to [policies@advisen.com](mailto:policies@advisen.com)

### **HOW MANY FORMS DO WE HAVE?**

Our total is over 3,000 forms from almost 300 different Carriers.

General Liability = 225 forms

Umbrella = 125 forms

Excess = 130 forms

E&O = 845 forms

Cyber-Tech = 190 forms

D&O = 605 forms

EPLI = 390 forms

Fiduciary = 170 forms

MedMal = 155 forms

Property = 150 forms

Environmental = 175 forms

Crime = 95 forms

### **ADVISEN POLCOMP APPLICATIONS**

Compare two forms or up to ten forms side-by-side.

Download any form comparison to Word or to Excel.

Select any single wording provision and track that wording as it appears in every similar form.

Use our Advanced Policy Comparison application to search forms by coverage, carrier, and/or content.

Within any comparison, search for any specific keyword language.

### **WHO CARES ABOUT ADVISEN POLCOMP?**

PolComp is not just a tool for Brokers. Our data shows that Underwriters compare forms and wordings almost as frequently. In our April survey, 75% of the respondents said they use comparisons of wordings during negotiations with clients and markets. Also, 66% said they use comparisons of wordings in discussions with prospects and during the renewal process.

With several new carriers on the scene and some underwriting departments expanding their coverage offerings, the number of inquiries we're fielding to simply compare wordings is growing. Before coming out with a new product, your general counsel wants a complete review of best practices. And for lawyers who write policy form amendments or new language, nothing beats having an archive of precedents electronically in front of you. That's why we built the Advisen Policy Form Library. We've sunk enough resources into it to cover multiple lines and make sure that the entire archive continues to grow and remains current.

### **REDUCE YOUR E&O RISK**

Clients want to know how one policy compares to another. E&O situations clearly arise when Brokers neglect this crucial step of the commercial insurance sales & renewal cycle. In our most recent survey, 93% of the respondents said that comparing wordings is an important service to provide to clients. Also, get ahead of Contract Certainty issues by incorporating Advisen's PolComp into your plans.

### **FAST & EASY**

Few brokers don't appreciate the reduction of time it takes for Advisen to lay two forms out side-by-side electronically. Advisen PolComp is F-A-S-T, too. The majority of respondents to our April survey told us that they perform a form comparison at least one a month. Only 20% of our respondents indicated that their firms have a central resource to perform this task.

### **SEND IN THAT FORM!**

Send that form to [policies@advisen.com](mailto:policies@advisen.com) and give us just two weeks to add it to our collection.

Brokers and Risk Managers typically send us forms at [policies@advisen.com](mailto:policies@advisen.com) ahead of a tricky renewal. We frequently hear something like, "You have four of the forms I want, but you're missing this one. Please add it." No problem. Underwriters who have new

products are also keen to make sure their brokers can utilize PolComp functionality on their new products so underwriters send us forms, too. We can accept nearly any type of electronic copy submitted, and we have added resources to allow us to grow this facility by about 25 new forms per week.

### **WHAT'S AHEAD?**

We are now reviewing our giant collection of D&O forms to expand our provision topics. We are also collecting Business Interruption forms and Product Liability forms, so send in those items now to [policies@advisen.com](mailto:policies@advisen.com)

### **WHAT'S THE BENEFIT OF ADVISEN POLCOMP?**

Here is how one of our active users summed it up: "We just started using Advisen.com application for searching and analyzing policy forms. For years, producers in our company have had to perform this analysis by hand with imperfect results at best. Not only will your system save hundreds of hours for our production staff, but it also allows us to find policy forms that we don't currently have on file. This is especially important when we are working on a potential client and have not been provided their current policy forms."

He continued: "As the standards of analysis continue to rise for insurance brokers and risk managers, we feel this system is a key to retaining and expanding our client base."

### **HOW DO I ACCESS ADVISEN POLCOMP?**

To access PolComp, click on the POLICY & LAW COMPARISON dropdown. Select your coverage type and click on your forms. It's that easy. And we don't get rid of forms or update them; we just keep adding new versions to the mix. So you can compare two iterations of the same form, too, and that's useful in this soft market.

For assistance with any aspect of Policy Form Comparison on Advisen, contact your Advisen rep at [support@advisen.com](mailto:support@advisen.com) with PolComp in the subject line.

### **NEED JUST ONE FORM COMPARISON?**

OK, if you don't have Advisen.com, you can still buy a Form Comparison one form at a time at the Advisen CornerStore. Visit [http://corner.advisen.com/analytics\\_policy.html](http://corner.advisen.com/analytics_policy.html) and tell us which specific forms you want us to compare. We'll bill your credit card for each comparison you want to purchase.

### **TIME IS MONEY**

How many times has the chore of comparing each provision of one policy to another policy drained a couple of hours? When recommending coverages, you're creating side-by-side breakdowns of policy language, too. How else can you express to the insured how coverage A compares to coverage B? The hardest part should be analyzing the actual differences in the clauses, but that's easy for you since you know this material cold. The painful part is cutting & pasting the various clauses in some useful fashion so you can present your analysis. Here's where Advisen.com makes life easy. And if Advisen can reduce the time you spend on form analysis by a significant percentage, the time added back becomes relevant to your business.

Our Wholesaler and MGA Underwriters feel the same way, too. They use Advisen's PolComp to quickly determine how a competitor's form stacks up and to help the broker better position the coverage.

### **YOU HELPED US GET A BOR**

"We recently used your policy form analysis function to gain a consulting company that was looking at comparing their current Professional Liability coverage to others on the market. We quickly and easily were able to show their current form versus the competition, which was something their current agent was unwilling to do. We ultimately were able to get them to change agents to our firm. The time we saved in not having to do the manual labor added to the bottom line in saving time and energy while raising the level of expertise we were able to deliver to a new customer. Thanks!"

That's a quote from a client. If you think we can do the same thing for you, contact us at [support@advisen.com](mailto:support@advisen.com)

### **PROMOTE YOUR NEW FORM**

Our New Products Announcement (NPA) contains short descriptions of your new commercial insurance products or services, and includes your provided contact info. NPA is distributed to over 100,000 recipients as part of our Front Page News e-mail. There is no charge for posting items on NPA. To contribute content, contact [editors@advisen.com](mailto:editors@advisen.com) with NPA in the subject line.

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### **WHY USE ADVISEN POLCOMP?**

Advisen does not perform any aspect of analysis associated with policy form coverage. Instead, our role is to assemble different policy form

content in one place instantly so that you can apply your professional expertise in fast order.

Consider the following situations:

Show me every form that contains the word “cyber” in its name or its content. Simple to do with Advisen’s Advanced Policy Comparison that searches our library by keyword.

How does the AIG Environmental Storage Tank form compare to the old Kemper Storage Tank form?

Philadelphia has at least six different D&O forms so how do they compare?

How does the Insuring Agreement of a specific E&O form dovetail with an Umbrella form? Or a General Liability form?

How does the definition of Notice compare in several MedMal forms since it is partially obscured in different places in each form?

What are the Notice provisions for a claim to be considered reported? Is it written notice or knowledge of an incident?

Another carrier offers subpoena coverage - how is this worded?

### **NEED HELP?**

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