# Your customers are building the future. Help them build their business, too.

## Grow your book of technology business with us.

As one of the nation's leading property and casualty insurers, we're committed to helping meet the needs of your technology customers – from small to large, from simple to complex.

With tech industry-focused underwriters, a comprehensive insurance solution and years of experience, The Hartford is an insurer you can confidently recommend to your technology customers.

## Why The Hartford?

**Experience.**

- More than 30 years of experience writing technology businesses of all sizes.
- Over $1 billion in total written premium for all lines of coverage and 100,000+ technology customers.
- Nearly 100 employees dedicated to technology underwriting, claims and risk engineering solutions.

**Efficiency, expediency and accuracy.**

- Industry-focused underwriters with the ability to write both standard lines and technology professional liability coverages and who understand the complex risks that technology companies face throughout their life cycle.
- Online trading platforms and APIs available for easy risk submissions and ratings.

## Coverages

From sole proprietors or venture-backed startups to large, publicly traded companies, we offer coverage solutions to meet the evolving needs of your customers as they grow. Our coverage can reduce the potential for unintended gaps between the general liability and E&O policy, plus our leading property coverage provides many benefits through our specialized coverages or Stretch® endorsements. Our coverage solutions include:

- Business Owner's Policy (BOP)
- Business Travel Accident
- Cloud Computing
- Commercial Auto
- Contingent Business Outcome
- Cyber Risk/Data Breach
- Equipment Breakdown
- General Liability
- Management Liability
- Manufacturers E&O
- Marine
- Multinational
- Product Recall Expense
- Property
- Technology Professional Liability (E&O)
- Umbrella
- Utility Service Interruption
- Workers' Compensation

**Explore coverage options to fit any size business here.**

The Hartford

# Appetite

We serve a variety of technology companies. When you're out prospecting, keep these categories in mind:

### Software & Information Technology Services

Technology companies focused on the development, implementation and support of software-driven solutions.

**Typical operations include:**

- Software and SaaS providers
- Web-based platforms and hosted applications
- Computer programming and system development
- Technology consulting and implementation services
- Digital marketing and technology-enabled business services

**Primary SIC alignment:**
7371, 7372, 7379, computer-related services

### Electronics & Technology Manufacturing

Companies engaged in design, manufacturing or assembly of electronic products and components.

**Typical operations include:**

- Consumer and professional audio/video equipment
- Communication and networking hardware
- Electronic components and sub-assemblies
- Printed circuit boards and integrated systems
- Specialized technology manufacturing

**Primary SIC alignment:**
36xx, 367x, electronics and component manufacturing classes

### Media, Publishing & Content Platforms

Companies engaged in the creation, curation, or distribution of content, including editorial, broadcast and digital media operations.

**Typical operations include:**

- Radio and television broadcasting
- Cable and subscription television services
- Digital publishers and content platforms
- Advertising-supported and subscription-based media
- Print and digital publishing organizations

**Primary SIC alignment:**
4832, 4833, 4841, 27xx, publishing classes

### Telecommunications Infrastructure & Network Services

Companies that provide the transmission, connectivity and network infrastructure that enables voice, data and wireless communications. These businesses deliver the "pipe," not the content.

**Typical operations include:**

- Wireless and radiotelephone service providers
- Wireline, fiber and VoIP communication services
- Data transmission and messaging networks
- Satellite and specialized communication services
- Network and carrier services without editorial control

**Primary SIC alignment:**
4812, 4813, 4822

## Services

Our dedication to exceptional service and support makes selling our insurance easy.

- Exceptional claims and risk engineering specialists help manage risk to control and reduce losses and risk-related expenses.
  - » Dedicated claims professionals provide experienced handling of complex general liability and professional liability claims.
  - » The Hartford ClaimPlus Team® provides large accounts with a designated team of professionals to work with each individual client's operations and exposures.
  - » Designated risk engineering specialists, located across the country, are specially trained to understand the safety and operations needs of technology companies.
- Knowledgeable underwriters dedicated to the technology industry help you meet your customers' needs.
- Cyber Liability coverage protects against ransomware hacks. The Hartford's Ransomware Mitigation Suite of complimentary services can assess an organization's ransomware risks, remediate security vulnerabilities and help prevent potential ransomware incidents.

### Cyber Coverage for Tomorrow's Tech

Help safeguard your technology clients against data breaches and ransomware with our Cyber Liability coverage. Our Ransomware Mitigation Suite offers complimentary services to assess risks, remediate vulnerabilities and prevent incidents – backed by experienced claims and risk engineering specialists dedicated to the technology sector.

**Learn more**.

**Learn more.**

Find out what we can do for your technology customers.
Visit **TheHartford.com/technology** for details.

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