



**HOW VICTOR'S EVER-EVOLVING A&E SOLUTION PROVIDES
FIRMS WITH FLEXIBILITY, GROWTH AND PEACE OF MIND**

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2020 POLICY COVERAGES & FORM ENHANCEMENTS

Major enhancements, exclusion updates, conditions and endorsements

- Expansion of the term “insured”
- Enhanced rectification applicability
- Aggregated defense outside the limits
- Update to faulty workmanship exclusion
- Carve-back to transportation exclusion
- Most favorable jurisdiction
- Subrogation waiver expanded



EXPANSION OF THE TERM “INSURED”

Definition

*any person who is or becomes a leased or contracted
personnel under the direct control and supervision of
the Named Insured or newly acquired subsidiary
during the policy period, but only while acting within
the scope of their duties for the Named Insured or
newly acquired subsidiary;*

EXPANSION OF THE TERM “INSURED”

- Key in on the word “person”
 - Can’t be a corporate entity
- “Direct control and supervision”
 - Must be consistent and regular in their contact with Named Insured



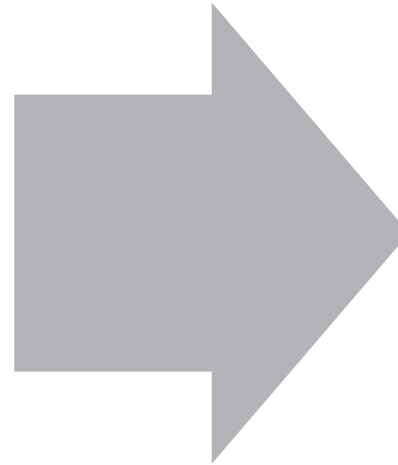
EXPANSION OF THE TERM “INSURED”

Connecting Base Policy Terms with Additional Protection

Practice Policy: Definition of Insured

Principals, Partners,
Employees

Persons who are leased
or contracted personnel



Vicarious Liability

Subconsultants

EXPANSION OF THE TERM “INSURED”

Coverage selling points

Brokers

- Decreases the number of touches required when a firm brings on new talent.
- Addresses flexibility needs of today’s firms.
- Fewer errors & omissions if a contracted worker isn’t appropriately covered.

EXPANSION OF THE TERM “INSURED”

Coverage selling points

Insureds

- Quicker response to RFP’s that require additional staffing.
- Greater flexibility in talent acquisition.
- Lower pass through costs.

WHO TO TARGET THIS COVERAGE TO

What firm is likely to respond?



Architects & Engineers



Large or small



THANK YOU