PARTNERS

Advice that makes a difference ®

Specialist insurance for technology businesses

Health tech | Fintech | Artificial intelligence | Machine learning Cleantech | Electronics | Healthcare IT | ICT | Investors | Nanotechnology | Deep tech

Why do tech businesses need specialist insurance?

The **tech sector** is the backbone of economic growth, with the digitisation of industry verticals driving global innovation.

The pandemic-fuelled **digital health** revolution presents profound change and staggering opportunity, alongside a raft of new risks and liabilities. Meanwhile, the exponential growth in **fintech** is polishing the crown of brand UK, and developments in **AI** and the **metaverse** leave legislation and regulation in catch-up mode. Working at the cutting edge is fast paced and presents significant challenges. Code is now the prize asset, as well as a vehicle for liability, and an existential threat.

Directors of tech businesses are exposed to new risks associated with data, governance, environmental and social issues, and insurance isn't always easy to secure – bringing risk management sharply into focus.

Partners& will work with you to build resilience into your business, so you and your team can bounce back when confronted by the unexpected. We'll work with you to identify and anticipate the risks and challenges you face, and provide the support to navigate them, so your business can perform as you planned.

Partners&

- People who stand shoulder to shoulder with you
- Advice that makes a difference
- Outcomes that shape your future
- Global capability, on your doorstep

What **if...**

...a **data breach** lands you in court? More than half of all cyber incidents start with employees. Are your networks and data security controls resilient to cyber attack? Is your cyber insurance fit-for-purpose?

...your **contracts** expose you to breach claims - or a client dispute threatens to escalate? Who owns the IP in your digitisation projects? Will your brand and relationships suffer a very public spat? **Errors & omissions insurance** with **brand protection** can really help.

...you're accused of **IP infringement** – patents, copyrights, trademarks, domain name rights? Or your own IP is infringed? Intellectual property is the holy grail; but what if someone else claimed your idea? Do you have the right IP insurance?

...your **development work** is lost in a malware attack?

...your **product trial** goes pear-shaped – especially in medtech? Where do you start with **product trials liability?**

...your **supply chain** is compromised? Business interruption, including supply chain failures, remains the top peril for companies worldwide – with Brexit, Covid and climate-related natural disasters adding to the risk.

... you're planning a funding round or acquisition - or perhaps you're heading for the exit? Fundraising, M&A, trade sales and IPOs make you vulnerable. We'll explain the pitfalls and help you ring-fence your liabilities with **warranties & indemnities insurance**.

...you're **an investor?** Bought into the vision, like the team, love their business plan? Now, wouldn't it clinch it if your investment could be comprehensively protected? We can help with this too.

...your **board members** are sued personally for their decisions?

...gaps appear between your **US and UK insurances?**

What about the **people risk** in your business?

What if something happens to a **shareholder** – or a **key rainmaker** falls critically ill – could it impact your income?

Are you protected if an employee were to leave under difficult circumstances? Do you have the **HR/ legal advice** in place to mitigate against any reputational or financial damage?

How do you **attract great people** in the war for talent? Looking after the wellbeing of your people helps keep them motivated, loyal and productive. Have you considered how **employee benefits** could make you stand out from the crowd?

The **right insurance** advice can make the difference.

Does your insurance adviser really **'get'** what you do you? Do they understand the value in your R&D materials - the months of blood, sweat and tears invested in a beautiful piece of code?

Insurance is based on historical data – but in **tech-based business**, there may be little precedent for the emerging risks.

You need an adviser who understands the risk inherent in your business – from AI to IP Infringement and your contracts.

From IP to IPO, the **Partners& specialist technology** team can help you protect your business with smart, flexible, high-performance insurance, business protection and employee benefits programmes, with a friendly human UI, tailoring a package to your needs.

We'll provide the right level of challenge and support to help your business become more resilient and to unlock opportunities for growth. As a specialist with international capability, we understand the pressures and complex risks you face.

Embedded in the **tech community.**

With our ecosystem of trusted advisers across the sector, we keep abreast of the shifting sands of emerging risk, regulation, legislation, and compliance. With this wide-angle insight and a data-driven approach, we can advise you on keeping your business safe as it grows.

> Always very responsive and quick to understand what we are talking about…. They do not shy away from challenging us, but they also understand the realities of running an early-stage business with limited resources and not enough hours in the day.
> **– Matthew Dreaper, CFO, Oxford Space Systems**

The Partners& difference:
a holistic approach to risk

Technical expertise is a given. So what makes us different?

Managing operational risk is just the starting point. Our holistic, advisory approach takes a wide-angle view of your organisational and personal risk. We can help with your cyber risk, the "people risk" in your organisation - through our wellbeing and health programmes - and provide financial protection (your "company will") and personal insurance for owners, stakeholders and their families.

> **I like that you can put together a small package suitable for us as a start-up that this can be easily adapted as our needs develop without breaking the bank on the way!** – Mark, start-up client

Technical expertise and international capability are givens. What makes us different?

#1 The quality of our advice – getting the right advice genuinely makes a difference to your business. We take time to analyse your risk environment and give you the tools to manage it – a combination of expert risk management advice and insurance that fits like a glove at every stage of your growth. Effectively, we're helping you to build an immune system for your business.

#2 The quality of our people: we're a team of specialists with over 100 years' collective tech business experience. Our job satisfaction comes from knowing that our clients have the right cover that will kick in when things go wrong. And, if they do, our in-house claims team will work with you through to claim settlement.

#3 The quality of our delivery: we also understand the competitive commercial environment of technology businesses, the risks and pressures you face – and our clients love our approachable, flexible and responsive approach. We'll be clear and honest upfront, so you understand what is and is not covered, the pitfalls, any potential issues, and the plan for dealing with those. We have a proven track record of working with entrepreneurs and supporting them to fast-track their business safely. And if you're expanding overseas, we can do that too.

Best Diversity & Inclusion Programme

UK BROKER AWARDS 2021

Partners& is committed to diversity and inclusion, with a proactive programme of support and learning for our staff. We were proud to win **Best Diversity and Inclusion Programme** at the UK Broker Awards.

Our **values** are in our **DNA**

Progressive: We're always looking to make improvements and challenge conventional thinking. We encourage and nurture ambition, growth and a can-do attitude.

Approachable: We strive to make things easy, cutting through the noise and providing advice that's clear and easy to understand.

Collaborative: We understand that the needs of our clients are changing, and we work together to develop bespoke and appropriate programmes that meet their needs.

Enablers: Our insights and expertise provide the reassurance, security and advice that enable our clients to achieve their business objectives and personal ambitions.

PACE

It's no coincidence that these values spell out PACE
It reflects our energy, dynamism and optimism.

“When you get **good service** it’s worth **shouting about...**”

Partners& will help you to map out pitfalls and tread confidently as your enterprise grows and changes. And if you need to make a claim, we’ll stand shoulder to shoulder with you, getting you back on your feet fast and supporting you through the next challenge.

- People who stand shoulder to shoulder with you
- Advice that makes a difference
- Outcomes that shape your future

Advice that makes a difference®
Partners&.

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Contact us now for advice on building resilience in your organisation:

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Investor in Customers® Gold 2021

LONDON & PARTNERS

Insurance Brokers Chartered

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