

Professional Contractor **PROCON**



Sales Tool Kit

» Experts in **MOBILE PLANT PROTECTION** »

UAA



About ProCon

Introduction

UAA now offers **ProCon**, a new Professional Liability product specifically designed for small to medium non-traditional Professional Liability customer's working and operating mobile plant and machinery.

Incorporating **5 key cover options** into **one package**, **ProCon** provides a simple solution for your customers' business liability exposures, while eliminating the need for you to source individual standalone professional liability products.

Providing insurance business solutions

Removes potential claims handling disputes between different insurers

Offers 5 Professional Liability Cover Options

Choose the covers that best suit your Customer's Business and its Operations

One Insurer, One Policy, One Contact

New, tailored and exclusive to UAA Customers

Why ProCon?

ProCon offers policy coverage choices and the flexibility to minimise your customer's business risk. **ProCon** addresses key business pressures such as increased litigation, corporate governance demands, uninsured exposures, financial losses that could go beyond total business assets, contractual and statutory requirements, legislation enforcement, business diversification and risk management.

ProCon combines **5 Professional Liability Cover Options** into **one package** providing general liability and financial loss cover, including:

- Broadform Liability
- Professional Civil Liability
- Directors' & Officers' Liability
- Statutory Liability
- Employment Practices Liability



ProCon In Summary

In an ever changing business landscape, with increased litigation, a stronger focus on business responsibility and accountability, and regular changes in legislation, we aim to keep our customers guarded against the unexpected.

ProCon offers the following Covers:

Broadform Liability

Modeled off UAA's new ISP Broadform Liability policy, this policy section provides indemnity against an insured's legal liability to pay compensation in respect of bodily injury, property damage or advertising liability caused as a result of the customer's business activities.

When taken in conjunction with Section 2, Professional Civil Liability, it will bridge the gaps by providing additional benefits in respect of liability for bodily injury, property damage or advertising liability arising from the rendering of or failure to render professional advice or service by an Insured.

Professional Civil Liability

Provides coverage in respect of claims arising from breaches of duty, trust, neglect, error or omission, misstatement, misleading statement or other act committed or allegedly committed in the conduct of the customer's business.

While targeting non-traditional professional liability businesses, this is an invaluable cover where a business provides skilled services or advice as part of its day to day activities.

Directors' & Officers' Liability

Provides coverage for Company Directors' and Officers' when allegations are made against them in the course of their duties.

When directors and officers are sued, their personal liabilities need to be indemnified by the business to protect their personal assets. In the case where the same directors and officers also own the company, indemnification essentially comes out of their pockets. This can be financially disastrous and can mean paying a settlement as well as legal costs.



Statutory Liability

Provides coverage for fines or penalties arising from a breach of a business obligation under applicable state or commonwealth legislation, for example OH&S, Work Cover, Industrial Relations.

Did you know that audits conducted by Occupational Health & Safety authorities may result in the imposition of a Penalty even if a worker has not been injured?

Employment Practices Liability

Provides the business with the security needed to manage the costs associated with employment related claims like unfair dismissal, discrimination, harassment whether physical or sexual.

Employees are now more than ever aware of their workplace rights and as a consequence are more likely to seek legal advice in relation to their employment terms and conditions, termination and treatment by their employers.

ProCon Policy Section Triggers & Limit of Indemnity

Policy Section 1 – Broadform Liability

Occurrence Based Policy

Section 1 Broadform Liability operates as an Occurrence based policy, which means it covers the Insured against legal liability for incidents occurring during the Period of Insurance, regardless of when the claim is filed. Therefore the policy in force on the date of the event causing the loss will respond and trigger.

Limit of Indemnity

The maximum liability of the insurer in respect of any one claim or series of claims for Bodily Injury, Property Damage or Advertising Liability caused by or arising out of one occurrence.

The Limit of Indemnity for Public Liability claims will continually reinstate itself so that the maximum limit is available for each separate and non-related occurrence.

An annual aggregate limit does apply to Bodily Injury, Property Damage and/or Advertising Liability resulting from the Insured's Products during any one Period of Insurance, for example claims associated with Products Liability cannot exceed the limit of indemnity stated in the Schedule during any one Period of Insurance.



Policy Sections 2, 3, 4 & 5

- Professional Civil Liability
- Directors' & Officers' Liability
- Statutory Liability
- Employment Practices Liability

Claims Made & Notified Based Policy

Sections 2, 3, 4 & 5 operate on a Claims Made & Notified basis which means that these policy sections cover the Insured for Claims made against the Insured and notified to the Insurer during the Period of Insurance.

Retroactive Date

The Retroactive Date is the date after which acts, errors, omissions, wrongful acts or wrongful breaches of the Insured are covered. Any act, error, omission, wrongful act or wrongful breach occurring before this date will not be covered.

Limit of Indemnity (Costs Inclusive)

The Limit of Indemnity is the maximum amount the Insurer will pay for Claims, including defence costs and expenses arising from any one claim, and all claims in the aggregate made by the Insured during any one Period of Insurance.

Additional Benefit sub-limits and defence costs are not in addition to the Limit of Indemnity. Any coverage which is sub-limited and any defence costs paid will erode the overall Limit of Indemnity.



Tailoring ProCon for Maximum Benefits & Minimum Cover Requirements

Tailoring ProCon

Each policy section within **ProCon** works hand in hand to ensure maximum coverage for the customer, and for that reason we encourage applying for coverage under all sections of the policy.

One of the key features of **ProCon** is the ability to reduce potential gaps between coverage within a standard Broadform Liability and Professional Civil Liability policy. This is achieved by taking both Section 1 Broadform Liability and Section 2 Professional Civil Liability within **ProCon** or by combining Section 7 Broadform Liability within UAA's existing ISP and Section 2 Professional Civil Liability in **ProCon**. (NOTE: In order to do this section 7 of the ISP would be endorsed to provide the Professional Risks benefit).

Alternatively, where cover under the Broadform Liability provisions in Section 1 within **ProCon** is **not taken** in conjunction with the Professional Civil Liability provisions in Section 2 of **ProCon**, we would endorse the **ProCon** Broadform Liability section to reduce the Professional Risks benefit available to reflect standard Broadform Liability restrictions.

Minimum Cover Requirements

ProCon has not been designed to act as a stand-alone Broadform Liability product. In cases where Broadform Liability is the only coverage required, the request will be referred for consideration under UAA's ISP policy in accordance with its standard underwriting guidelines.



ProCon Occupation Listing, Customer Size and Limits

Target Occupation Listing

TARGET OCCUPATIONS
Aerial Access Hire
Asphalting Contractor
Boring Contractor
Cartage Contractor
Concreting Contractor
Concrete Pumping Contractor
Concrete Supply
Crane Operator / Crane Hire
Drainage Contractor
Drilling Contractor (Water, Mineral Exploration & Blast Hole Drilling Only)
Earthmoving Contractor
Excavation Contractor
Landscape Contractor
Machinery & Equipment Hire
Pipe Laying / Cable Laying Contractor
Quarrying
Rigging & Dogman
Road Construction
Sewerage Contractor
Structural Steel Erection

Incidental Occupation Listing (Activity shall NOT exceed 25% of the total Business Turnover)

INCIDENTAL OCCUPATION
Demolition Contractor
Formwork
Machinery & Equipment Repair, Servicing or Maintenance
Machinery & Equipment Sales
Piling Contractor
Scaffolding Contractor

Incidental Professional Services Listing (Activity shall NOT exceed 5% of the total Business Turnover or \$1Mil whichever is the lesser)

INCIDENTAL OCCUPATION
Boiler / Machinery Inspectors / Certifiers (Crane, Machinery Inspectors)
Occupation Health & Safety Consultant
Project / Construction Management

Customer Size

BUSINESS	SIZE
EMPLOYEES (including Labour Hire/Contractors/Sub-Contractors engaged by the Insured)	Up to 100
TURNOVER	Up to \$100 Million



ProCon Limits per Cover

➔ Broadform Liability - \$5Mil Up to \$50Mil

PROFESSIONAL CIVIL LIABILITY	DIRECTORS' & OFFICERS' LIABILITY	STATUTORY LIABILITY	EMPLOYMENT PRACTICES LIABILITY
\$1,000,000	\$1,000,000	\$250,000	\$250,000
\$2,000,000	\$2,000,000	\$500,000	\$500,000
\$3,000,000	\$3,000,000	\$1,000,000	\$1,000,000
\$4,000,000	\$4,000,000	\$2,000,000	\$2,000,000
\$5,000,000	\$5,000,000	\$3,000,000	\$3,000,000
		\$4,000,000	\$4,000,000
		\$5,000,000	\$5,000,000



Like to know more?

UAA Branch Offices

Head Office**Newcastle**

Phone:(02) 4925 6666

Fax: (02) 4929 6621

Sydney

Phone:(02) 9848 6519

Fax: (02) 9848 6522

Brisbane

Phone:(07) 3272 7502

Fax: (07) 3272 7503

Melbourne

Phone:(03) 9495 1633

Fax: (03) 9495 1644

Perth

Phone:(08) 9481 3773

Fax: (08) 9481 8773

Adelaide

Phone:(08) 8213 5318

Fax: (08) 8213 5350

Internet:

www.uaa.com.au

Email Enquiries:

proconenquiries@uaa.com.au

Claim Enquiries:

proconclaims@uaa.com.au