

# Property and casualty insurance

## Overview

Property and casualty (P&C) insurance products and alternative risk models exist to help organizations transfer risk and mitigate the impact of some very complex and potentially expensive issues.

Vizient Insurance Services has the scale to leverage unprecedented market volume, proven insurance carrier programs, open broker strategies and dedicated resources on your organization's behalf. You can expect operating margin improvement, and improvements to your insurance coverages, terms and risk management programs to benefit your organization for years to come.

*A large academic medical center in the Southeast evaluated HARPP as part of an operating margin improvement project. The member was happy with its current provider but agreed to look. They saved \$710,000 annually—a 36 percent cost reduction—improved coverage and implemented the same rigorous engineering program.*

## Vizient Insurance Services

We offer a comprehensive portfolio of P&C products and services.

Insurance offering	Carrier provider
<p><b>Property insurance</b></p> <p>Soft market</p> <p>The Alliant Hospital All-Risk Property Program (HARPP) is part of the largest single-property placement in the world (\$400 billion) in total insurance values</p> <p>No-cost coverage enhancements, such as boiler and machinery, pollution, crime and cyber coverages, engineering and lost control value-added services, and exclusive educational and improvement resources</p> <p>This proprietary program is not available through local brokers</p> <p>HARPP has a 98% retention rate</p>	<p><b>Alliant Insurance</b></p>
<p><b>Casualty insurance</b></p> <p>Designed for health care executives, physicians, clinical staff, and all locations across the continuum of care</p> <p>Evaluation and purchase of programs and products for the following:</p> <ul style="list-style-type: none"> <li>• Directors and officers</li> <li>• Errors and omissions</li> <li>• Clinical trials and research</li> <li>• Managed care</li> <li>• Employment practices</li> <li>• Employer liability</li> <li>• Worker's compensation</li> <li>• Medical professional, cyber liability and general liability</li> <li>• Breach response</li> </ul>	<p><b>Vizient</b></p>

*Zurich achieves significant results through a commitment to claims-handling efficiencies and risk profile improvement. Zurich has been the lead insurer for a large urban academic medical center for more than a decade. Using Zurich services and risk engineers, the AMC lowered premiums by more than 50 percent for the same coverage and retention values— realizing aggregate savings of more than \$2 million.*

*During the past 5 years, Beazley returned nearly \$1 million in premiums to policyholders who reported no claims during the period preceding renewal. Eighty member policies were eligible for this reward, with average savings of \$12,100 per member per year.*

Insurance offering	Carrier provider
<p><b>Excess medical professional and general liability</b></p> <p>Soft market</p> <p>Nearly one-third of our academic medical center members use Zurich North America</p> <p>Lead layers and excess layers available as part of your strategy</p> <p>Enhancements include: guaranteed three-year tail coverage; common policy form including coverage for batch claims, worldwide activities, clinical trials and research, teaching and proctoring; and premium credits for positive performance and risk management education credits</p>	<p><b>Zurich North America</b></p>
<p><b>Cyber liability and breach response</b></p> <p>Gold standard for cyber liability and breach response</p> <p>Program features a “no-claims discount” of 5% off your current paid premium to all new program partners</p> <p>Vizient members receive value-added resources including:</p> <ul style="list-style-type: none"> <li>• Complementary loss control and risk management tools</li> <li>• Computer forensics</li> <li>• Assistance at every stage of the breach investigation</li> </ul>	<p><b>Beazley</b></p>
<p><b>Alternative risk models—captive</b></p> <p>Manage risk and insurance with alternative risk financing options such as: captives, risk retention groups, and risk pools</p> <p>Alternative risk models offer enhanced control and governance and administrative premium savings</p> <p>Includes advisory services, leadership and ongoing management</p>	<p><b>Vizient</b></p>

As the nation’s largest member-owned health care services company, Vizient provides network-powered insights in the critical areas of clinical, operational and supply chain performance and empowers members to deliver exceptional, cost-effective care.



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