



Connecting IT professionals
with insurance solutions.



SHAND MORAHAN
& COMPANY, INC.

The Problem

Continual demand for responsive,
cutting-edge information technology solutions.

The Risk

Errors or omissions that result in expensive lawsuits and
can jeopardize an IT professional's business and reputation.

The Solution

Professional Liability Insurance for Information Technology
Professionals from an A.M. Best "A X" rated company,
offered through Shand Morahan & Co., Inc.
A company with over 30 years of solid experience.

Coverage is subject to exclusions described in the policy. For complete terms and conditions, refer to the policy itself.

The world of an information technology professional is a dynamic one, defined by constant change that demands swift response and cutting-edge solutions. Working in such an environment makes an IT professional vulnerable to committing errors or omissions on the job, which paves the way for potentially expensive lawsuits and loss of reputation.

In a field that's constantly changing, how can an IT professional make certain his/her professional liability insurance coverage is adequate today and tomorrow? With Professional Liability Insurance for Information Technology (IT) Professions offered through Shand Morahan.

Shand's IT professional liability coverage provides individuals working in the field of information technology one of the best solutions available: cutting-edge insurance that addresses the needs of IT professionals today and anticipates the exposures they will face in the future.

Long since a novelty, computers and Internet use are now a routine part of our lives, and touch nearly every aspect of society. Consequently, the number and type of professionals working in the IT industry continue to expand.

An information technology policy from Shand Morahan provides IT professionals with coverage for exposures unique to the services they provide. Along with errors and omissions coverage, which includes computer virus infection and unauthorized access to a client's system, the policy also provides defense and indemnity for intellectual property right exposures such as copyrights and trademarks. Additionally, content providers can obtain coverage for personal injury exposures such as libel, slander and plagiarism.

The Shand Advantage

When comparing information technology policies, important coverages may be missing or excluded. Our coverage anticipates industry change and is specifically designed to meet the current and future needs of the IT professional. Some facts about our policy:

- Our cutting-edge, media liability coverage is designed to address exposures that have been created by Internet risks. They include:
 - Intellectual property right exposures such as copyright, trademark and service mark.
 - Personal injury exposures such as libel, slander and plagiarism.
- Occurrence GL available.
- Target classes include:
 - Electronic data processors
 - Computer programmers
 - Software developers
 - Systems analysts
 - Internet access providers
 - Web page designers
 - Electronic bulletin board services

Facts About the IT Industry

- In eight years, the percentage share of the economy for the IT industry has risen by nearly three points, from 5.8 in 1992 to 8.3 in 2000.*
- The total number of individuals employed in IT producing industries has jumped 33.1% in seven years, from 3,875,000 in 1992 to 5,158,000 in 1998.*
- "Federal agencies are expected to increasingly turn to the private sector of IT staffing and infrastructure, creating a \$6 billion outsourcing market in fiscal 2001, which is 12-13% of all federal IT spending." *Government Executive; Washington; August 2001; Joshua Dean.*

*U.S. Department of Commerce, Economics and Statistics Administration, *The Emerging Digital Economy*, June 2000.

Customer focused underwriting backed by an "A" rated company. One of Shand's specialties is new and unusual exposures requiring unique underwriting solutions. Shand has 30+ years of experience underwriting customized E&O coverage for new and emerging professions.

Our reputation is solid. As a Markel Corp. company, we enjoy an enviable reputation and impeccable credentials

in the insurance industry. A.M. Best rates our affiliated Evanston Insurance Company "A X."



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