

## **WORK WITH MEDMARC TO ADD MEDICAL TECHNOLOGY AND BIOTECHNOLOGY COMPANIES TO YOUR BOOK OF BUSINESS**

**Our Products include Primary and Excess policies for:  
Products Liability | Clinical Trials Liability | Manufacturers E & O Liability**

Whether you have worked with ProAssurance for five or thirty-five years, we want to help you be aware of potential revenue streams. Medmarc Insurance Group (Medmarc), a subsidiary of PRA, offers your agency additional opportunities to service your existing clients and expand your book of business. Medmarc is a leading underwriter of products liability insurance for medical technology and life sciences products around the globe, having insured over \$1 trillion in global sales of medical products and covered millions of clinical trial participants since its inception in 1979.

### **Medmarc's Appetite-Eligible Products**

Most of Medmarc's business is within six main categories (not limited to the products below):

#### **Medical Devices**

- » Drug Delivery Systems
- » Surgical Tools and Operating Room Supplies
- » Durable Medical Equipment
- » Clinical Chemistry and Clinical Toxicology
- » Dental Equipment, Implants, and Supplies

#### **Biotechnology Firms**

- » Allergens
- » Blood, Cellular, and Gene Therapy
- » Vaccines

#### **Personal Hygiene Products**

- » Cough Drops, Lozenges, Oral Care
- » Hair and Skin Care
- » Spa Products
- » Feminine Care Products

#### **Pharmaceuticals**

- » Prescription
- » Over-the-Counter
- » Branded
- » Generic

#### **In Vitro Diagnostic Products**

- » Reagents
- » Instruments
- » Systems

#### **Animal Healthcare**

- » Drugs
- » Medical Devices
- » Vaccines
- » Feed Additives

## Highly Favorable Products for Medmarc

- Clinical Trials (Devices and Pharmaceuticals)
- Distributors (Devices and Pharmaceuticals)
- Diagnostics (Imaging, In Vitro, Non-Invasive)
- Clinical Lab Instruments
- Instruments (Reusable and Disposable)
- Contract Manufacturers
- Animal Products
- Dental Products

## Please Call Medmarc Before Submitting

- Nutraceuticals
- Home Care Dealers
- Cosmetic Surgery/Lifestyle Products
- Refurbishers of Single Use Devices
- Cell and Tissue Banks
- Clinical/Contract Research Organizations (as a First-named Insured)
- Medical Laboratories
- Pharmacies – Compounding or Professional Exposures

## Other Lines of Coverage

- Medmarc insureds seeking coverage for other lines of coverage (GL, Property, Auto, Workers Comp & Umbrella liability) can get quotes from Pharmacists Mutual Insurance Company, rated A by A.M. Best.
  - » Business will be submitted to Pharmacists Mutual through Medmarc's in-house agency, Hamilton Resources. The process is easy and Medmarc is eager to assist you.
- If a clinical trial requires locally admitted insurance around the globe, it can be obtained through Allianz. Medmarc will assist you in the submission process.

## Medmarc Broker Commissions

- Commissions are competitive with the life sciences industry and can increase based on premium volume and policy count. Your agency may already be transacting business with Medmarc. Contact John Ajello (JohnAjello@medmarc.com) to discuss all commission questions and how you can earn more.

## You Have Access to Resources and Product Training

For resources or product training, visit [Medmarc.com/Brokers](http://Medmarc.com/Brokers) or contact Medmarc's Business Development and Marketing at [MedTechLifeSci@medmarc.com](mailto:MedTechLifeSci@medmarc.com) or 888.633.6272. As with all ProAssurance companies, Medmarc's focus includes treating its agents and insureds fairly.

## Billing

Medmarc operates on an agency billing system and does not directly bill policyholders.

## How You Can Work With Medmarc

There are a variety of ways in which agents work with Medmarc, including:

- **Open Market Distribution**

You can place coverage with Medmarc without specific appointments, as long as you are licensed for the coverage type in the state the insured is located. In cases where we do not have your insurance license information on file, we will work with you to secure the relevant information during the quotation process. To complete this process, Medmarc may require you to disclose information such as your tax identification number or social security number, depending on the relevant state's requirements.

- **Appointments**

Some states require that Medmarc appoints agents. To complete the appointment process, Medmarc may require you to disclose information such as your tax identification number or social security number.

- **Excess & Surplus Lines Coverage**

Some products through Medmarc are offered on a surplus lines basis only through ProAssurance Specialty Insurance Company (PRA Specialty), Medmarc's E&S Carrier. If your agency does not have an E&S license, Medmarc can work with you to place the business through its in-house agency or with a wholesale broker of your choosing.

Medmarc is eager to develop relationships with ProAssurance agents and help you expand your business into the medical technology and life sciences industry through in-person broker training, online training and product resources, and lead development.

Medmarc has the longest continual medical technology and life sciences products liability offering in the industry.

