



### ***TAG – Helping find affordable E&O insurance for small business members***

Technology consulting firms, IT staffing firms, software developers, website designers, graphic designers – these are just some of the companies from which TAG continues to see growth in membership. Many of these companies are considered “small businesses” but there is nothing small about their client contract insurance requirements. In order to do business with certain clients, these member companies are finding that they need to have at least \$1,000,000 or more in Errors & Omissions (E&O) insurance, and many times are required to have \$5,000,000 or more. Many of these TAG members are “small business” technology services providers, with annual revenues ranging from less than \$500,000 up to \$15,000,000. As more and more clients require these higher limits of insurance, many member companies are finding that their costs of insurance are growing significantly faster than the revenues of their contracts.

Recognizing this challenging trend, TAG has partnered with United States Liability Insurance Group (USLI), an A++ rated Berkshire Hathaway Company (ie, a Warren Buffett company) to offer the TAG Small Business Technology E&O Package Insurance Program. The process for underwriting has been streamlined to a one-page writable PDF [application](#).

USLI specializes in writing insurance for small technology companies with comprehensive coverage at a competitive price. USLI’s array of coverage for technology companies includes coverage for Unauthorized Access, Personal Injury and Malicious Code. This coverage can be combined with a Business Owners package in order to provide coverage for Property, General Liability and Hired and Non-Owned Auto insurance needs. This program offers flexible payment terms and options, including direct bill installment payment plans that can be paid online via credit card with no fees.

This program has two separate revenue thresholds. For member companies with less than \$500,000 in annual revenues AND three or less professionals, the annual premium can be as low as \$995 including E&O, GL, and Property. Auto can be added for an additional cost. For companies with more than 3 professionals and/or annual revenues in excess of \$500,000; the annual premium can be as low as \$1,024 for E&O. GL, Property and Auto can be added for an additional cost. This program is specifically geared for technology companies – a list of the targeted classes of business is included below. This program is not intended for companies with annual revenues of more than \$15,000,000.

#### **Targeted Classes of Business include, but are not limited to:**

- Software developers
- Database administration
- IT staffing/consulting firms
- Website design/development
- Graphic design
- Packaged software installation
- Packaged software and/or hardware sales
- Help desk/call center consulting
- Network/Computer security
- Network/Computer application support
- Training and education
- Remote data backup service