



# Assessing your Liability

## Fire Safety North

**Jonathan Smithson, Account Executive**

9<sup>th</sup>/10<sup>th</sup> October 2018

# Jelf – Who are we?

We are award – winning experts in Insurance, Risk Management and Employee Benefits for both businesses and individuals.

We are also part of Marsh & McLennan Companies (MMC) – one of the largest Global leaders in Risk, Strategy and People.

Jelf have over 12 years' experience of catering for the insurance needs of Electrical, Fire & Security Contractors.

# Agenda

## Topics of Discussion

- Your business specialisms
- Understanding contractors insurance
- Potential claims examples
- Underinsurance – How to make sure you have the right cover for you and your business
- Come and visit us!

# Fire Safety & Security Contractors

What area do you specialise in?

# Fire Safety Contractors

We recognise that there are many Fire Safety Contractors who specialise in particular roles, such as:

- Fire Alarm Contractors
- Fire Sprinkler Systems
- Smoke Alarm Installers
- Portable & Fixed Extinguisher Installers
- Emergency Lighting
- Passive Fire Protection

Due to the nature of these job roles, the element of risk and potential liability can be high, and as such requires specific insurance cover to reflect that risk.

# Security Contractors

You may also provide specific services for the security industry in addition to your fire safety contracting role, such as:

- Emergency Lighting
- Intruder Alarm Installers
- CCTV Installation
- Nurse and Warden Call

Similarly for these job roles, having the correct cover in place to help mitigate risk is essential. It also requires a broker that understands your business, and in the event of a claim is able to guide you through the process.

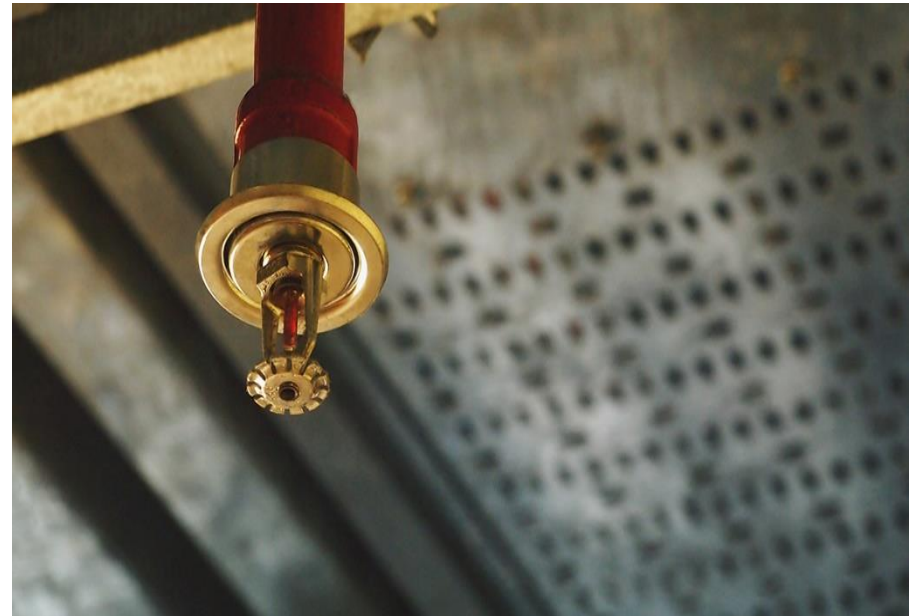
# Understanding Contractors Insurance

What are the essential covers?

# Fundamental Covers

There are **3** fundamental covers to any contracting insurance programme. As a fire/security contractor, you should understand the purpose of each.

- Products Liability
- Professional Indemnity
- Public Liability





# Understanding the Fundamentals


## Products Liability

- Covers you in the event that someone is harmed, or property is damaged due to products sold or supplied by you.

## Professional Indemnity

- P.I insurance covers any financial loss caused by flawed design work or improper practice – as opposed to accidental damage

## Public Liability

- Having public liability insurance means you are covered when a member of the public is injured, or damage is caused to, or at the premises where you are working. Examples include 

# Public Liability Examples



- Injury – if someone makes a claim against you for slips, trips or falls
- Accidental damage – from damaging fixture or fittings to a burst pipe
- Legal cover – if you have to go to court or need a solicitor

# Potential Claim Example

How you can protect your business

# Could this happen to you?

Claim example:

## **Installing fire alarms on a clients premises**

What could go wrong?

You install a fire alarm at a client's offices. Several months later the client's offices suffer a small fire in the office basement.

Although luckily no fatalities were sustained, the fire alarm 'failed to perform' and as a result a large amount of property damage was caused. Your client demanded compensation from you.

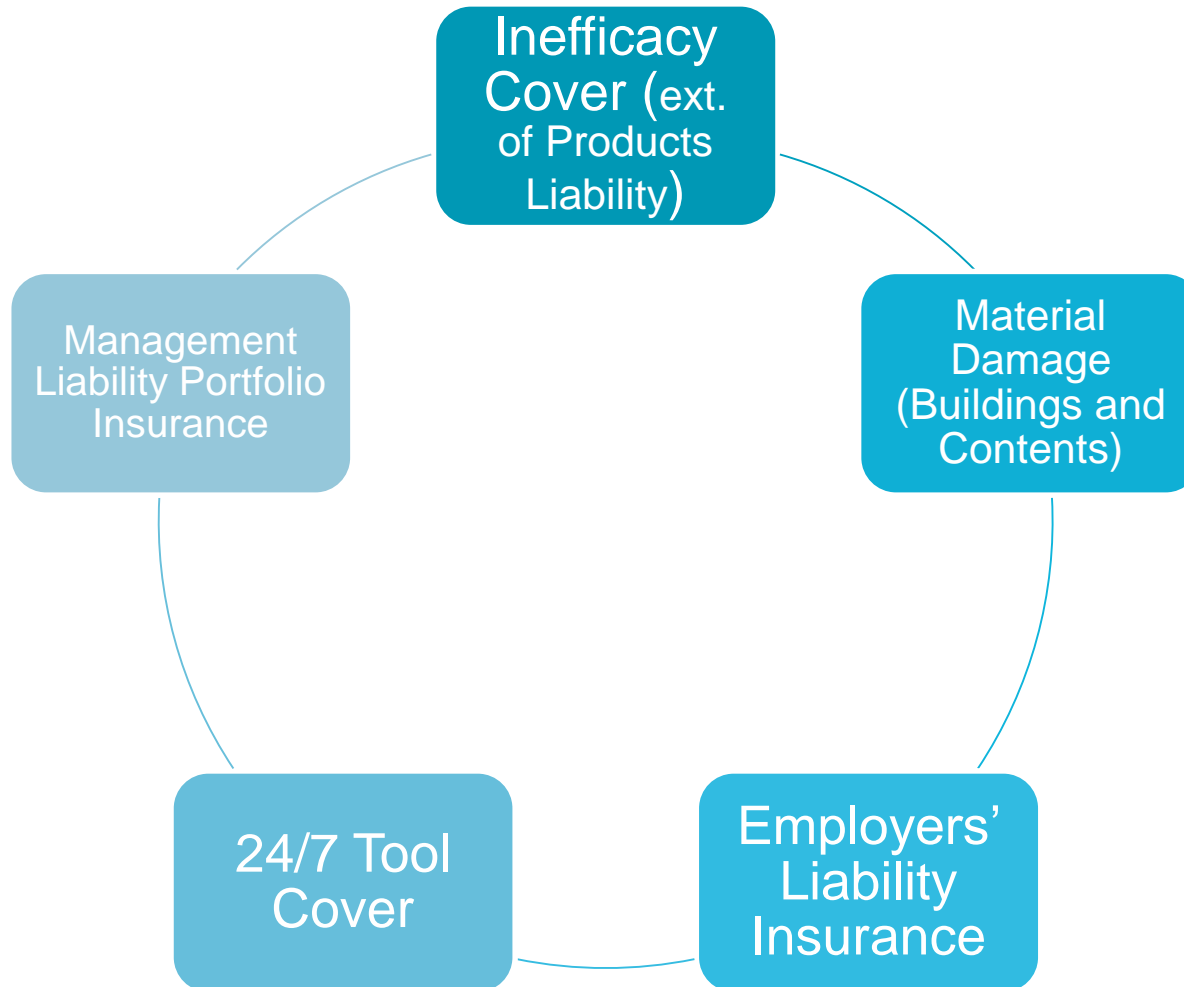
# What Insurance could protect you in this scenario?

The product has failed.

This claim would be covered under the **inefficacy extension of the products liability** insurance. Not all policies will include this as standard, so it pays to check if your cover includes this given the financial implication to your business.



# Other insurance covers



# Underinsurance

- Underinsurance is common, but in the event of a claim, the impact can be disastrous without the correct cover in place
- Seek information from your broker on your specialist insurance needs, avoid online quotes where 'gaps in cover' may arise.
- Limits of indemnity need to be reviewed, especially where contracts stipulate specific limits, you may find this with clients such as local councils, shopping centres etc. Failure to meet these contract requirements could lead to client withholding payment and claims not being fully covered.
- It can be better to err on the side of caution when it comes to cover, a little too much as opposed to too little can make all the difference.

▲ Insurance

▲ Risk Management

▲ Employee Benefits

Thank you for listening!

Don't forget to visit us at **Stand No. FS27**