

POLICYHOLDERS Face a WORLD OF HORRID CONTRACTS



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To join Security America RRG, our policyholders are required to have a high percentage of quality contracts. However, situations arise where our policyholders' strong contracts are completely thrown out the window when negotiating a deal with a large corporation, property manager or public entity. Those entities have their own contracts that they attempt to force you to sign.

Typically these contracts can contain:

- One-sided or overly broad indemnification provisions that pull the policyholder into claims situations that are completely outside the services provided.
- Overly broad additional insured coverage which extends decades beyond when the work is completed.
- Assumption or statement of liability in the millions of dollars that has absolutely no relationship to the very minimal, sometimes one-time contract value.
- Indemnification requirements that extend beyond the insurer/insured relationships and beyond the coverage provided in the typical policy, thus making the policyholder responsible for any subsequent claim.
- Insurance coverage requirements that are outdated, excessive or inappropriate for the job or service provided.

All of these contractual items put your business assets in jeopardy. We have many policyholders who come to us and ask for help renegotiating the insurance provisions of these onerous contracts. In some cases, our policyholders have walked away from a job rather than sign a dangerous contract.

As a value-added service with Security America RRG, we review the insurance-related provisions within contracts for our customers on a daily basis. Our team looks closely at these sections and makes recommendations. We do not draft contracts, but we do point out pitfalls, shortfalls and gaps of concern. We recommend any subsequent contract changes be reviewed with your legal counsel.

This is a service that is not provided by other insurers in this industry who:

- Lack the necessary technical security industry expertise.
- Have not made a real, long-term investment of insuring this industry.
- Do not have the support and resources of the Electronic Security Association.

It is beneficial for our policyholders to be proactive in keeping claims under control by addressing contract issues. Not addressing contract issues up front can cause a myriad of problems down the road.

Security America RRG stands with its policyholders by promoting these safe and prudent best business practices. Contact us today and find out how we can help you keep your business and its assets safe.

Security America RRG provides broad occurrence-based E&O protection in conjunction with a tailored general liability insurance program to ESA members.



For additional information or to request a quote, visit SecurityAmericarrg.com
or call 866-315-3838 to speak with a representative.