

# HOSPITALS AND HEALTH SYSTEMS

The Healthcare industry is rapidly changing and so is the world around it. Some risks are inherent and remain constant, while others are continuously emerging and unlike anything ever experienced. Whether it's nuclear verdicts, cyber breaches, the growing criminalization of care or traditional malpractice exposures, CAC Specialty provides the expertise, skills and broking experience to craft properly structured programs that address these evolving challenges.

## CONSULTING CAPABILITIES

### FORWARD-THINKING

In addition to the inherent risks related to care delivery, hospital and healthcare systems face the dual threats of cyber-attacks targeting sensitive patient data and property-related risks such as natural disasters and infrastructure vulnerabilities. Our Healthcare team is always looking ahead and taking a proactive approach; we mitigate risks —whether traditional or emerging— to safeguard your bottom line, ensuring uninterrupted delivery of high-quality patient care.

### DEEP EXPERTISE

With experience spanning the industry spectrum, our senior team (which collectively brings nearly 100 years of experience) has seen it all. Whether you operate a children's hospital, academic medical center, or community hospital, we acknowledge the distinct risks that hospitals and health systems encounter beyond malpractice and recognize that seemingly ordinary risks gain an added layer of complexity within the healthcare sector.

### RISK PROFILES & TOLERANCE

We customize your insurance program based on a detailed risk evaluation collaborating closely with you to gain a clear understanding of your strategic objectives and risk appetite. This ensures efficient and tailored solutions in the current hardening marketplace.

### DATA-DRIVEN SOLUTIONS

Benchmarking reflects the past; data and analytics look to the future and contemplate current trends, including social inflation and nuclear verdicts. CAC Specialty's analytic capabilities will help to guide program design and coverage decisions.

### STRONG MARKET RELATIONSHIPS

Our team has unrivaled market relationships with the most senior advisors from each insurance carrier. We do not delegate carrier negotiations to junior brokers. Our Healthcare team will drive your placement and ensure you maximize the value of insurance to meet your company's needs.



PROGRAM OPTIMIZATION



PRE-FEASIBILITY ASSESSMENT



CLAIM OVERSIGHT



CAPTIVE MAXIMIZATION & CONSULTING



POLICY REVIEWS



REINSURANCE NEGOTIATION AND PLACEMENT



FINANCIAL VOLATILITY ANALYSIS

Hospitals and Health Systems  
**NOTABLE PROJECTS**

**1**

Placed “downside risk” of Population Health revenue stream into single parent captive insurance company.

**4**

Restructured property insurance program to remove facultative reinsurance layer and replace it with multiple direct placements at significant savings.

**2**

Accessed reinsurance markets, excess of a captive layer, for coverage to insure contingent medical malpractice exposures around the world.

**5**

Negotiated removal of updated “war” exclusion from cyber insurance program.

**3**

Developed manuscript insurance coverage for defense expenses associated with medical care alleged to violate criminal statutes.

**6**

Developed an aggregate stop loss coverage mechanism in a captive insurance program to insure the volatility exposure from employee health insurance plans.

**ASK THE RIGHT QUESTIONS**

*Are your decisions forward-thinking and data-driven?*

*What do the analytics tell you?*

*Have you done a volatility analysis of your program structure?*

*What's in your captive? Why? More importantly, why not?*

**ABOUT CAC SPECIALTY**

CAC Specialty is a risk solutions company of seasoned and proactive senior industry leaders, operating as a nimble and collaborative partner who puts you and your business first. With a knowledge-driven approach informed by data and decades of honed instinct, CAC Specialty brings an innovative vision to insurance broking and structured solutions to solve your risk challenges – from the simple to the previously unsolvable.

**MELISSA H. MENARD**

*Executive Vice President, Healthcare*  
617.256.1186  
Melissa.Menard@cacspecialty.com

**J. KEVIN CARNELL**

*Executive Chairman, Healthcare*  
443.621.4704  
Kevin.Carnell@cacspecialty.com

