

bcip

for business continuity insurance

welcome to BCIP



BCIP offers SMEs and their brokers an essential business risk management process, coupled with superior insurance protection - delivering peace of mind, competitive premiums, reduced claims frequency and severity, as well as faster claim settlement.

Our clients benefit by receiving a full and honest view of their unique business risks as well as expert advice on how to address them. This allows them to take proactive steps to safeguard their business, minimise their premium and reduce the likelihood of actually having to make a claim. Should a claim occur however, our clients can rest assured that BCIP provide a market leading claims management and business recovery process, to ensure your business continuity.

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about BCIP



BCIP is run by leading figures from the insurance and risk management sectors. The company was formed in September 2007 to cater for the specific insurance and business continuity needs of SMEs in the UK. We pride ourselves on offering real value to our customers through an integrated approach to risk management, business continuity and insurance. In effect, we reduce the cost of risk to a business.

BCIP has been developed on very clear corporate governance guidelines and we believe in a transparent, open culture of accountability to our customers and our employees.

BCIP's management team consists of:

Martin Gray - Chairman BCIP



Martin has been involved with the London Insurance market for over thirty years. He started work with various positions in insurance underwriting and broking companies gaining experience in

the insurance market, moving in 1976 to the Merrett Group in various underwriting roles culminating in being appointed the Managing Director of Anton and Pulbrook Managing Agencies in 1989/90.

In June 1992 Martin joined Stewart Syndicates Limited as Managing Director and was appointed Chief Executive of Stewart Underwriting plc, being the holding company.

He established Farrant Insurance Services Limited in 1996 and was appointed Chairman. The company provided support services to the Lloyd's community and was successful in creating a banking product for Syndicates at Lloyd's to assist with the newly imposed US Trust Fund requirements. The company was acquired by Hampden Plc in January 1998 and Martin was appointed a director of Hampden Plc, and various Hampden subsidiaries.

During 1998, he designed the structure, also writing the relevant strategic and business plans, creating and managing a project group whose objectives were to establish a new managing agency at Lloyd's being Heritage Underwriting Agency Plc. Which, upon its successful launch, he was appointed Managing Director. In 2003, Martin took a non-executive role within Heritage, in order to concentrate on various diverse business interests.

Grant Elliott - Chief Executive Officer



Grant Elliott is the CEO of BCIP Limited. He is responsible for the day to day running of the company.

His career began in the insurance industry in 1977 in

the City of London, working with a leading international insurance broking organisation, Sedgwick Forbes, specialising in arranging tailored insurance programmes for complex companies in the energy industry.

He left there in 1982 and later joined the firm Bain Dawes, continuing in his specialist field.

Through mergers and acquisitions, Bain Dawes became Aon, one of the largest international insurance brokers in the market. Grant then refocused on the strategic role of delivering optimal risk management and risk transfer solutions, using the full spectrum of group resources, to its largest global clients.

It is this combination of experiences that have enabled him to help develop his vision into what is now, BCIP.

Nigel Gausden MBA - FCCA Finance Direction and Company Secretary



Nigel is finance director for BCIP and responsible for all finance and investor relations matters.

Nigel qualified in 1994 and gained an MBA from Cranfield in 2004.

His previous posts included Global Chief Operating Officer for Glotel PLC; Chief Financial Officer and Finance Director for Glotel and for Comms People limited. He also held the position of Sales Director for the IT division of Spring PLC.

Nigel has worked extensively on the Global stage, spending 6 years in the USA, 3 years in Europe and enjoying postings in Asia and Australia.

Nigel's career spans the service sector in Finance and Strategic functions.

In addition to BCIP, Nigel's other current roles are Finance Director for I-Mob PLC, a Global vehicle security company, and other executive and non-executive directorships of a portfolio of privately owned companies.

Nigel is married and his hobbies include Rugby, Football and Tennis.

BCIP process

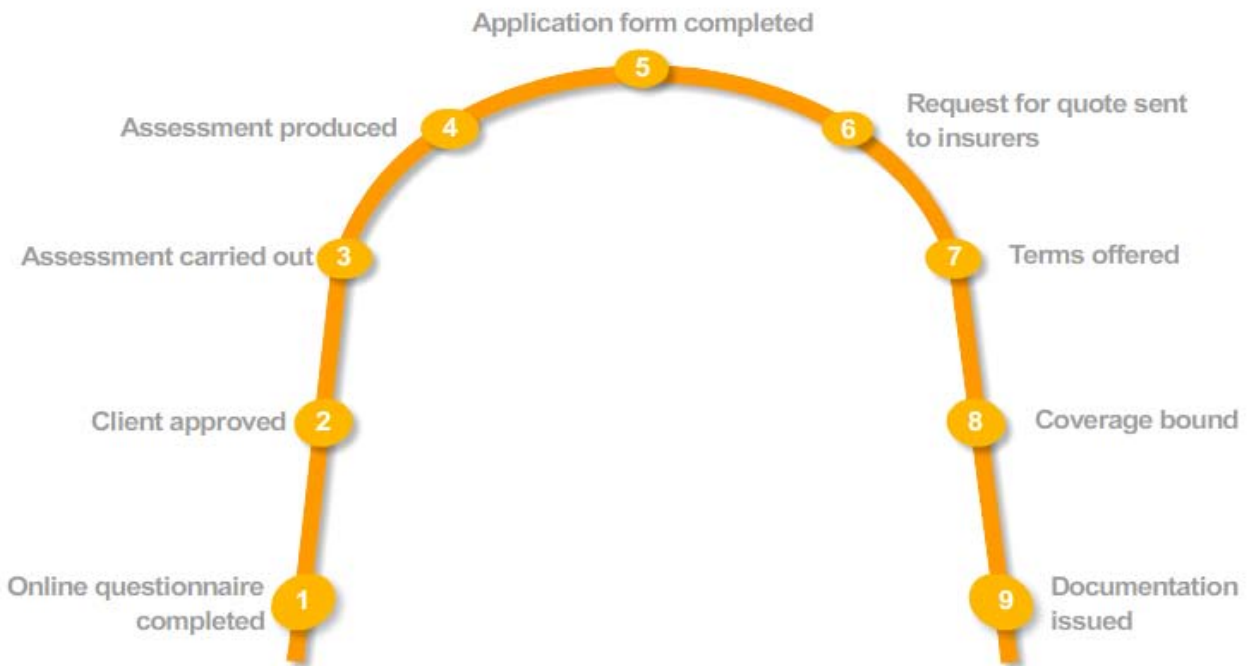
BCIP creates a competitive advantage for our clients to help them manage down any likely business exposure and incidents whilst simultaneously insuring against those exposures, thereby reducing the cost and effects of risk.

But how do we do it?

First, we capture some basic information about our clients operation, their approach to risk management and their insurance buying strategy.

Then, a business risk site assessment is commissioned. This identifies well risk managed companies and, where appropriate, makes recommendations as to how best to manage and protect all corporate assets.

Once satisfied that the client has a robust approach to their risk management, we offer a highly competitive insurance quote that takes full account of our client's risk-managed status. Clients are also safe in the knowledge that they have taken real steps to protect against actual risks associated with their day-to-day operations.



This diagram shows the Key Stages of the BCIP Process.

See next page for an overview of the BCIP Process.

BCIP process overview

1 Online Questionnaire Completed

BCIP's Online Questionnaire can be completed by you or your broker. We need to know a number of facts about your business in order to ensure that we can present you with the right level of cover.

2 Client approved

If you meet all of BCIP's criteria, we will be able to offer you business continuity cover at this point.

3 Assessment Carried Out

If the Online Questionnaire indicates that your business may have some issues which could affect your business continuity, BCIP's independent assessors will carry out a survey which will help you to make your business more secure.

4 Assessment Produced

You will receive a detailed report from BCIP's independent assessors which will outline changes to your business which will ensure that you will qualify for BCIP's business continuity insurance.

5 Application Form Completed

The BCIP system will automatically update your company's information with key aspects from the Assessment. At this point, the insurers will be alerted that your application is ready for review.

6 Request for Quote sent to Insurers

The insurers are alerted that they should review your Assessment. The Insurers will now use their experience and network to come up with the best terms for you.

7 Terms Offered

Via the BCIP system, you will be sent an offer of insurance. This may contain warranties which could have time limits set, for example you may need to repair a fire door within 2 weeks.

8 Coverage bound

Insurance contract agreed and finalised.

9 Documentation issued

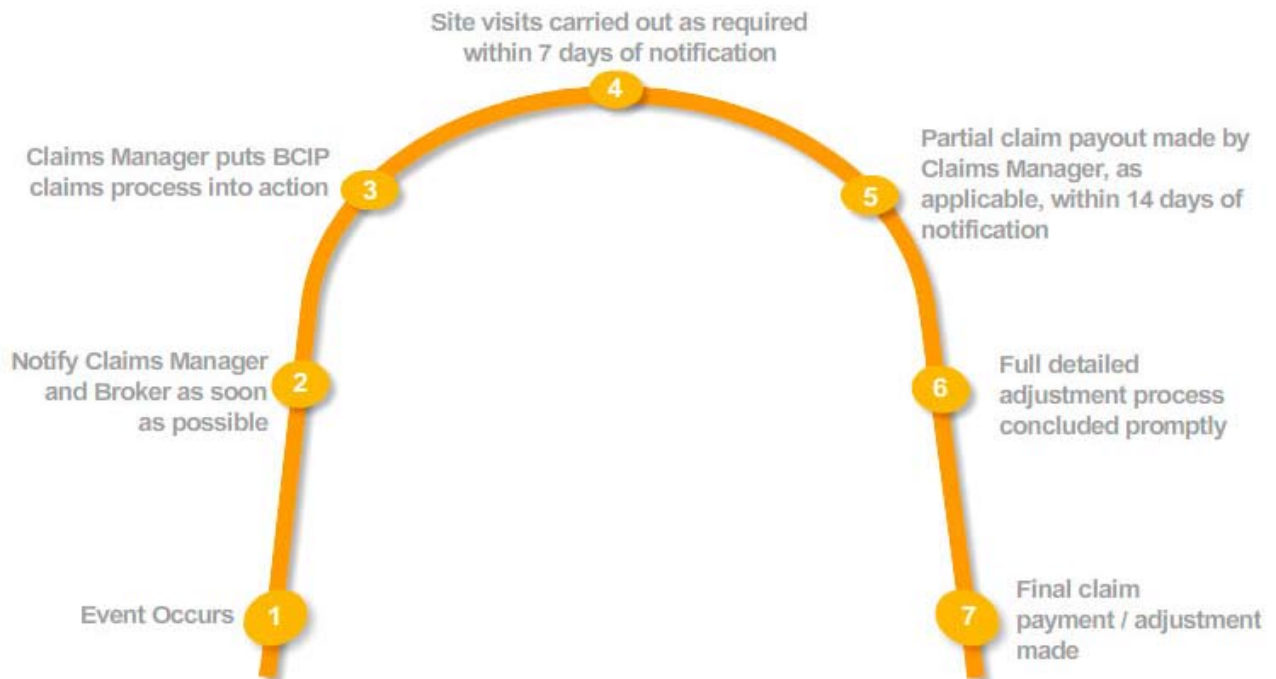
BCIP will send you the insurer's policy documentation detailing the terms of your business continuity insurance.

BCIP claims process

Fast pay-out of claims

Should a claim occur, the BCIP process will ensure your business recovers as quickly and efficiently as possible. Because our clients are rigorously assessed and have taken proactive steps to manage their risk, we can provide broader, more appropriate insurance cover, fast settlement in the event of a claim and keep disruption to an absolute minimum. In fact, we undertake to assess claims and, once validated, provide a pre agreed on-account claim payment of up to 50% of the Business Interruption sum insured, within fourteen days of the date of loss.

This means we can protect your cash flow and prevent significant disruption to your business - getting the business back up and running with the lowest level of interruption.



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BCIP claims process overview

- 1 Event Occurs
- 2 Notify Claims Manager and Broker as soon as possible
- 3 Claims Manager puts BCIP claims process into action
- 4 Site visits carried out as required within 7 days of notification
 - Post Loss Remediation **BCIPALERT**
 - Disaster Recovery BCIP
 - Loss Adjuster MYI
- 5 Partial claim payout made by Claims Manager, as applicable, within 14 days of notification
- 6 Full detailed adjustment process concluded promptly
- 7 Final claim payment/adjustment made



for business continuity insurance

BCIP partners



Carriers

BCIP has worked extensively with a number of Lloyd's syndicates to develop our process. They bring security, expertise and flexibility to BCIP.

Assessment

BCIP works in partnership with BELFOR, the world's premier disaster recovery and damage limitation organisation, to carry out the risk assessment process. This enables us to deliver reports that combine detailed technical knowledge with clear and precise intellectual content. The delivery of this process will be through a UK network of approved, qualified assessors.

The assessment report provides unmatched clarity and knowledge, helping businesses understand potential risks and enabling us to provide competitive insurance policies that deliver on each client's specific coverage needs.

For more information, please visit www.uk.belfor.com

Pre and Post Disaster Planning and Management

Effective pre and post-disaster planning and management have never been as important as they are today. Whatever the cause, damage from fire, storm and flood is now an established risk to every business and arson and vandalism are an ever growing menace.

Thanks to **BCIPALERT** provided by BELFOR, we can limit the financial and personal havoc caused by these kind of events.

The **BCIPALERT** scheme is structured to work with your own emergency procedures, to provide Total Disaster Management so that if disaster does strike, everyone concerned is prepared for it and is operating in unison.

The provision of **BCIPALERT** is another significant benefit of being a BCIP client. This cost of providing this service could cost a company several thousand pounds if purchased independently. Its provision further enhances the BCIP principle of recognising and benefiting those companies that are better risk managed and protected.

See next page for more information about **BCIPALERT**

Claims Management

In the event of a claim we have DMS as the claims manager and they will manage the entire claims process from incident to claims payment, including remedial activity.

Loss Adjuster

To continue the principle of BCIP, we have partnered with a specialist loss adjusting organisation, MYI, to ensure that they support the need to ensure prompt payment of valid, complex claims is made.

For more information, please visit www.myiuk.com

BCIPALERT

PROVIDED BY **BELFOR** 

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- Your premises are safe and secure, preventing further damage and recovering what is immediately salvageable.
- An assessment of the extent of the damage.
- Your premises, equipment and the business itself, is restored to full working order.

In most parts of the UK, **BCIPALERT** experts can be at the scene of an incident within a matter of hours of the initial phone call. This unmatched speed of response is one of the scheme's most important advantages.

The service, which is provided free of charge to qualifying BCIP clients, includes

- **A Summary of the key information obtained from the on-site survey at your premises to familiarise us with your organisation and the critical response required at the time of an incident.**
- **24 hour all year round response through the BCIP claim hotlines**
- **Immediate telephone response in less than two hours after you report your incident to us**
- **Response to site, to inspect and advise on damage limitation actions within a specified response time**
- **Written confirmation of damage limitation actions within 24 hours of site visit and implementation of loss mitigation actions within pre-defined parameters**
- **Supporting the obligations within your insurance policy to take actions to mitigate losses**
- **Priority response over non **BCIPALERT** clients for major disasters (catastrophes)**
- **No call out charge in countries where BELFOR has a presence**

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BCIP contact details

You can contact BCIP on the number below, or write to us at the following address:

Correspondence address

68 King William Street
London
EC4N 4DZ

Telephone

0207 959 2333

Email

info@bcip.co.uk

Registered address

Shalbourne House
Westbrook End
Newton Longville
MK17 0DF
England
UK