



Healthcare

Allied Healthcare Facilities Successes

Distribution partners expect to conduct business with insurance specialists who have the expertise and understanding of their clients' business needs and can deliver meaningful solutions. That is what CNA brings to the table. With a powerful legacy, international capabilities rooted in a strong local presence, well-known business insurance expertise, and a deep commitment to our agents, brokers and customers, we offer more than just a policy – we deliver distinctive insurance solutions and promise a superior customer experience.

Insured Description	Premium	Coverages Underwritten	Competitive Advantage
Laboratory	\$77,343	Professional Liability	CNA offered a responsive turnaround on the quote with competitive terms and pricing. The company relationship with the broker also served as an advantage.
Medical School	\$601,000	Professional Liability	Competitive terms, pricing and broker relationship.
Blood Bank	\$340,000	Professional Liability, General Liability and Umbrella	The insured was seeking a company that would provide a long-term relationship. CNA offered competitive terms and conditions, as well as risk control and claim services.
Wound Care Clinic	\$129,199	Professional Liability	A key CNA business partner was awarded the BOR in accordance with BOR protocols. With guidance from branch leadership and assistance from the CNA Healthcare Physicians team on how to price the account, competitive terms were offered to win the business.
Home Health Care Services	\$453,000	Professional Liability, General Liability and Umbrella	It was a CNA team effort to bring this win to the company. With guidance from the CNA Healthcare Aging Services team and branch leadership, an enterprise insurance solution was created for this new business opportunity.
National Urgent Care Group	\$279,721	Professional Liability, General Liability and Umbrella	The coverage need was addressed for each entity, as well as the physicians, on one policy form.
Wound Care Clinic	29,037	Professional Liability	Addressed Indiana PCF coverage need, as well as recaptured this previous CNA Healthcare insured with competitive pricing and coverage offerings.

Insured Description	Premium	Coverages Underwritten	Competitive Advantage
Toxicology Laboratory	\$86,345	Professional Liability, General Liability and Umbrella	Broad policy form, incumbent agency relationship.
Home Health Care Services	\$84,335	Professional Liability, General Liability, HNOA and Umbrella	Offered consolidated insurance solution compared to the incumbent offering with policies from three separate insurance companies.
Multi-specialty Clinic with Pharmacy	\$71,439	Professional Liability and General Liability	Strength of form
Vascular Access Specialists	\$99,256	Professional Liability, General Liability and Umbrella	Strength of form
Specialty Pharmacy	\$235,452	Professional Liability, General Liability and Umbrella	Strength of form
Urgent Care Clinic	\$94,736	Professional Liability and General Liability	Strength of form
Expendable DME Products	\$70,000	Professional Liability	Broad form
Specialty Pharmacy	\$22,150	New Umbrella	Additional capacity
Community Health Clinic	\$5,000	Entity coverage: Professional Liability, General Liability and Employment Benefits Liability	CNA also underwrites other coverages, including Workers' Compensation and Umbrella.
Laboratory	\$24,980	Professional Liability	CNA underwrites multiple coverages, including quick turnaround times for startup.
Community Health Clinic	\$84,700	Professional Liability, General Liability, Employment Benefits Liability and Sexual Abuse & Molestation	Pricing and form
Community Health Clinic	\$10,500	Professional Liability and Sexual Abuse & Molestation	Flexibility in coverage forms, enhancements.
Outpatient Counseling and Abuse Services	\$17,500	Professional Liability and General Liability	Quick quote turnaround and underwriter responsiveness.

For more information, please contact your CNA healthcare underwriter or visit cna.com/healthcare.