

Hanover Contractors Advantage

Coverage scenarios

Construction businesses like yours face unique risks and exposures to loss. The Hanover, in partnership with your insurance agent, has developed specific coverage solutions and services aimed at closing gaps that may exist in your current insurance program—all available at competitive rates. Your Hanover agent can review your specific needs, coverages, and service features in detail.

Contractors Advantage Coverage

Our optional coverages and endorsements allow you to customize a policy that aligns best with your particular business needs. Below are some exposures to keep in mind when discussing which coverages and services might be best for you:

RISK EXPOSURE	KEY QUESTION	THE HANOVER COVERAGE SOLUTION
Damage to critical equipment or loss of tools and equipment that delays job completion	How do I get back to work quickly when my equipment is damaged, or my tools go missing?	Our contractors' equipment policy covers not only your owned equipment, but also tools or equipment in your possession from others. Key additional coverages may include rental reimbursement, continuing rental or lease payments, and lost business income, among others.
Owner or third-party requirements for specialized coverage as part of the project bidding process	Can I get certainty on specialized coverage costs to adequately cover them in my initial bid?	Requests for OCPs, RRP, and pollution liability are quickly handled by your agent's local underwriter. When time is critical and full exposure information is supplied, we can provide accurate costs in a matter of hours, so you can include them in your bid. Our proprietary builders risk forms enable you to tailor a solution for a specific project, or create a comprehensive reporting program covering the majority of your jobs.
Expanding contract requirements	Where can I get pollution liability, employment practice liability, and cyber liability coverage required for a job I am bidding?	The Hanover's Streamlined Pollution Exposure Coverage (SPEC) is available for most eligible contractors, with limits up to \$5 million. We provide employment practices liability as limits are required. Cyber liability is automatically included, with higher limits of liability available.
Insufficient coverage for a loss that might threaten the business	How much insurance should I carry?	The potential for third party negligence claims varies depending upon the nature of operation and jurisdiction. The Hanover has the ability to provide limits most often required for subcontractors by owners and higher-tier contractors.
Taking on a job in another state in which the insurance carrier is neither licensed nor doing business	Where can I find an insurance company that does not restrict my ability to evolve and grow my business?	The Hanover is licensed to do business in all states* and has a network of claims and risk management professionals that will match and grow with policyholders' expanding needs.
Design-based risk	Will A&E design problems put my company in financial risk?	Professional services risks are the subject of Hanover's professional liability coverage**. Because the nature of risks you face is not always clear, it may be wise to incorporate professional liability coverage with your liability program.

* While Hanover does business in all states, Construction Contractor appetite varies by state. Contact your local Hanover underwriter for more details.

** Requires purchase of SPEC policy.

Service

RISK EXPOSURE	KEY QUESTION	THE HANOVER COVERAGE SOLUTION
Failure to meet insurance and indemnity requirements resulting in delay in payment or no payment	Is there a way to make certain that my insurance program satisfies requirements found in the construction contracts my company is signing?	The Hanover's construction industry underwriters and risk solutions consultants are knowledgeable about common construction contract requirements and risk transfer program best practices. Working closely with your agent, we will point out possible gaps, or ways to reshape your program to be in compliance. We also recommend engaging professional legal advice to assure you are in the best place with contract requirements.
Keeping workers injury-free and safe, especially during a tight labor market	I cannot afford losing a worker to workplace injury. What can I do to keep my employees safer at work?	Pre-loss consultations and jobsite safety analysis is available through our risk solutions consultants, who help identify and recommend how to implement risk management best practices. Our consultants can also assist in workforce education needs. Post-loss nurse case managers in our claims operation help guide the injured worker through the steps to full or maximum recovery, getting the employee back to work as soon as possible.
New and emerging risks that threaten business, such as higher quality assurance requirements that cut margins	What assistance is available to help me identify existing and emerging hazards that may threaten my business? How can my insurance company help me to meet these increased requirements?	Our risk solutions consultants can assist you in hazard identification and analysis, applying specific contractor industry knowledge.

Claims

RISK EXPOSURE	KEY QUESTION	THE HANOVER COVERAGE SOLUTION
Subcontractor issues: <ul style="list-style-type: none"> Hiring or working for a contractor/vendor that looked right but failed to perform as required Subcontractor's insurance fails to protect against a claim alleging their negligence 	Is there a way to protect myself from the financial risks associated with a failed, shoddy, or disreputable subcontractor? If my subcontractor's insurance won't protect me, what can I do?	Our risk solutions consultants offer best practices for hiring subcontractors, which will help identify potential problems before they occur. The Hanover's commercial general liability coverage provides protection from the liability risks associated with subcontractors working for you. In addition, if followed, our contractual risk transfer best practices (171-1000) reasonably assures that subcontractor's coverage will protect you and your company in the event of the subcontractor's negligence.
Claims not being handled smoothly and swiftly, endangering business' reputation	Often times I am unsure as to which carrier I need to submit a claim, and time can be of the essence. What is my solution?	When you have total account coverage with The Hanover, you effectively eliminate concern about how to handle reported claims. Available coverage for contractors includes: general liability, commercial auto, workers compensation, property, inland marine, pollution liability, professional, and surety.
Material theft or destruction delaying project completion and increasing costs	How confident can I be that my claim will be handled quickly?	Reporting claims to The Hanover is fast and simple. A special claims unit dedicated exclusively to inland marine resolves your claim in a fast, fair, professional manner.
Late reporting of claims alleging negligence for BI or PD on jobs long ago completed	I have not experienced any claims against my company. Now I have one that came out of the blue from a job done long ago. What do I do?	These claims can be difficult to handle due to the time lapse and other parties that may have involvement. Dedicated claims department professionals investigate alleged negligent construction (construction defect) claims and offer appropriate next steps, while constantly communicating updates with the contractor.



The Hanover Insurance Company
440 Lincoln Street, Worcester, MA 01653

hanover.com
The Agency Place (TAP) — <https://tap.hanover.com>

All products are underwritten by The Hanover Insurance Company or one of its insurance company subsidiaries or affiliates ("The Hanover"). Coverage may not be available in all jurisdictions and is subject to the company underwriting guidelines and the issued policy. This material is provided for informational purposes only and does not provide any coverage. For more information about The Hanover visit our website at www.hanover.com

©2020 The Hanover Insurance Group. All Rights Reserved.