



Fundamental Underwriters

The Fundamental Underwriters surplus lines broker model was launched in 2018 to serve as a platform for future multi-line specialty insurance operations. The first product launched by Fundamental was a non-admitted offering for commercial auto trucking. More recently, Employee Auto Coverage was introduced for the health and human services segment and for insurance agencies.

State Expansion

In 2022, Fundamental expanded its geographic footprint to include **Louisiana, Michigan and Wisconsin**. This expansion applies to the Large Fleet Trucking coverage and Employee Auto coverage. For more information on offerings in these states, please reach out to the assigned underwriter.



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General Liability Coverage

Fundamental continues to partner with Synchronosure to offer truckers' general liability coverage. This coverage is **specifically for liability exposure of business activities not related to the operation of trucks**, including:

- Premise and operations (e.g., shop, yard, etc.)
- Employees while conducting work-related operations away from premises

Key highlights:

- Available in all states except Iowa and Maine
- \$1M/\$2M max limits per occurrence
- Various endorsements (e.g., waiver of subrogation, please change to med pay and primary damage legal liability increased limits increased limits)

Large Deductible

Fundamental continues to offer large auto liability deductible options ranging from **\$50,000** to **\$1,000,000**. The target is fleets with 150+ power units and sophisticated risk management programs.

These policies:

- Are composite rated
- Leverage a per-occurrence deductible application
- Provide eroding and non-eroding allocated loss adjustment expenses options

Benefits to the insured include:

- Lower price point for companies during hard pricing markets
- Reduction in required up-front premium improves cash flow and has potential tax savings
- Potential for overall lower insurance costs for companies with strong risk management programs

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Employee Auto Coverage

(Formerly known as Primary Non-Owned Auto)

Employee Auto Coverage protects against the insurance gap for employees using their personal vehicle in the scope of their employment duties.

 <p>Commercial Auto Expensive to maintain owned fleet</p>	 <p>GAP Employee Auto Coverage</p>	 <p>Personal Auto Gasp/exclusions cause claim issues</p>
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Benefits of this coverage include:

- Recruiting and retention tool for employers - eliminates the expense of the employee purchasing additional insurance
- Reduced employer resources for monitoring adherence to insurance requirements
- General risk mitigation & peace of mind for all involved parties

Markets Served:

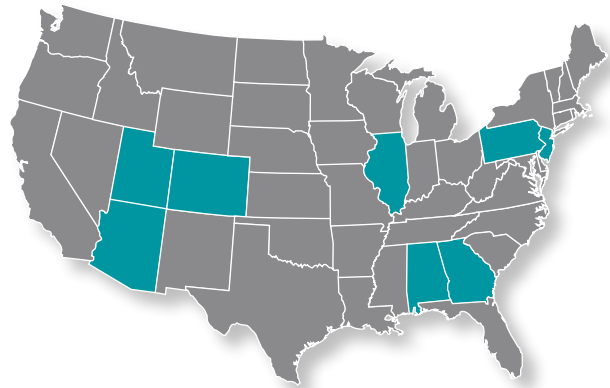
- Existing: human and health services
- New: Insurance agencies and insurance companies

Midsize Fleet Solution

Expanded risk appetite to include fleets with 25 – 49 power units. Currently offered through select brokers in the following states.

States:

- Alabama
- Arizona¹
- Colorado
- Georgia
- Illinois
- New Jersey¹
- Pennsylvania
- Utah¹



Key features and highlights include:



Simplified application experience and quick turnaround times requiring the use of our updated application



Commitment to full camera utilization required



Must not have:

- Conditional rating
- Haul hazardous materials
- Less than three years of business operation



Claims and loss control meetings will be held virtually, rather than in-person

¹ Soft launch – not currently indicated on marketing materials