



YOUR GUIDE TO IMPROVE RATES AND TERMS

RISK MANAGEMENT-LED COMMERCIAL INSURANCE



www.penunderwriting.co.uk

HELPING YOU GET OUR BEST RATES AND TERMS



10 WAYS TO IMPROVE RATES AND TERMS

Looking for ways to improve rates and terms? Then let us help you get there for your client. If your submission includes the following it will help enable us to provide our best rates.

ONE

Detached modern building of non combustibile construction.

TWO

Situated within a fully fenced site with good quality security fencing/ gates and designated external storage areas so that no combustibile materials stored within 5 metres distance of the building or surrounding properties.

THREE

Automatic fire detection installed in accordance with BS: 5839: Part 1 Category Property 1/ Life 1 (P1/ L1 preferred) or Property 2/ Life 2 (P2/ L2 acceptable) and the system incorporates transmission of alarm and fault signals remotely to an alarm receiving centre.

FOUR

Sprinkler protection, designed/ installed for current occupation in accordance with sprinkler rules. With remote signalling to a remote central station.

FIVE

No unattended processes outside of business hours.

SIX

Risk with low fire inception hazards and low fire loads.

SEVEN

Planned preventative maintenance (PPM) in respect of both building and plant/ machinery.

EIGHT

Fully documented BCP which is reviewed and tested at least annually.

NINE

Grade 2 or Grade 3 intruder alarm installation (depending on risk exposure) installed and maintained by a company which is acceptable to the police and recognised by the National Security Inspectorate (NSI) or Security Systems & Alarm Inspection Board (SSAIB) as an approved installer of intruder alarms. Grade 4 (equivalent) remote signalling and Level 1 police.

TEN

Full time Health & Safety Manager with completion of task specific safe system of work documentation for all medium to high risk activities, which are issued annually to employees on a signed receipt basis.

RISK MANAGED - FINDING SOLUTIONS

We're always looking for ways to quote and help you retain business and win new clients below are features that can be deemed undesirable.

If your submission includes any of the following help us to help you by engaging early, clarifying any supporting rationale, asking if a pre-cover survey will help and providing as much insight as possible to enable us to determine where we might be able to help.

ONE

Multi-tenure or inadequate fire separation from adjoining buildings.

TWO

Buildings categorised as Combustible or Highly Combustible or featuring significant combustible insulation panels either internally or in the exterior envelope of the building.

THREE

External storage of combustibles within 5 metres distance of the building, including neighbouring exposures

FOUR

Absence of comprehensive automatic fire detection or sprinkler protection linked to an alarm receiving centre.

FIVE

Unattended processes outside of business hours.

SIX

Risk with significant fire inception hazards and/ or a high fire load.

SEVEN

Absence of a fully documented BCP which is reviewed and tested at least annually.

EIGHT

Reactive rather than proactive planned preventative maintenance.

NINE

Inadequate intruder alarm protection, for example non approved installer, inadequate coverage with absence of Level 1 police response.

TEN

Absence of a suitably qualified Competent Person for Health & Safety and task specific safe system of work documentation for all medium to high risk activities.

7 TIPS TO IMPROVE YOUR HEALTH & SAFETY RISK

Did you know there were 441,000 workplace injuries in 2020/21 leading to £26m of HSE fines?* Strong health & safety in business protects both your clients and us, enabling us to continue to offer creative underwriting solutions to market. To help us provide you with our best terms and pricing consider how you and your client can evidence the following:

ONE

UP TO DATE WRITTEN POLICY STATEMENT - Does the client have an up to date written policy statement detailing their organisation (*duties and responsibilities*) and arrangements (*systems and procedures*) for health & safety?

TWO

RISK ASSESSMENTS AND SAFE SYSTEMS - Does the client have up to date written risk assessments covering all areas and activities involving any significant risk of injury or ill health? For any particularly hazardous activities, are written safe systems additionally in place (e.g. *safe working procedures, method statements, permit to work, etc.*)?

- a. Are the client's health & safety policy, risk assessments and safe systems brought to the notice of all relevant personnel (*may include temporary employees, contractors, visitors and others*)? This should be recorded.

THREE

COMPETENT PERSONS - Has the client appointed a competent person(s) to assist with health & safety compliance (*in house/external*)? Establish details of qualifications/training/experience.

FOUR

PROACTIVE MONITORING, REVIEW AND AUDIT - Establish details of any formal safety audits, workplace inspections, work equipment safety checks, workplace exposure monitoring, employee medical surveillance or similar (*inhouse/external*).

FIVE

INDUCTION AND TRAINING - Are all employees provided with (a) *health & safety induction* and (b) *job specific training (in house/external)*? This should be documented and recorded.

SIX

PERSONAL PROTECTIVE EQUIPMENT (PPE) - Is suitable PPE provided to all employees and its use actively enforced? Are records kept of any PPE issued and training in its use?.

SEVEN

ACCIDENTS, NEAR MISSES AND ILL HEALTH - Does the client have a formal system for the recording of work related accidents, near misses and ill health?

- a. Are there any significant incidents or trends (*particularly RIDDOR reportable or claims related*)? Establish details of any resulting enforcement action (*improvement/prohibition notices, prosecution*).
- b. Does the client undertake any reactive monitoring (*i.e. use of accident/near miss/ill health data to highlight areas of concern for management action*)?

*Health and safety statistics, Key figures for Great Britain (2020/21), Health and Safety Executive, <https://www.hse.gov.uk/statistics/index.htm>



www.penunderwriting.co.uk

This information is not intended to constitute any form of opinion and recipients should not infer any opinion from its content. Please refer to the policy documentation paying particular attention to the terms and conditions, exclusions, warranties, subjectivities, excesses and any endorsements. Pen Underwriting Limited is authorised and regulated by the Financial Conduct Authority (FCA number 314493). Registered Office: The Walbrook Building, 25 Walbrook, London EC4N 8AW. Registered in England and Wales. Company Number: 5172311.