

# Vizient Insurance Services – Property and Casualty

Vizient Insurance Services – Property and Casualty has over 400 members that have benefited from partnering with one or more of our program partners. Our open broker model allows members to access unique contract value-adds offered through each carrier partner.

Vizient Insurance Services has also partnered with Lockton Companies to provide independent advice and a broad array of risk management services. We can help connect you to these important services.

## Key drivers impacting property and casualty markets

- Hard market across many lines of coverage leading to premium costs increasing
- Increased loss severity – auto liability, property, health care professional liability, umbrella and excess liability are hit hard
- Third-party litigation funding fueling increased number of nuclear verdicts

## Lines of coverage – open broker programs

<b>Hospital professional liability and general liability (HPL/GL)</b>	CNA	CNA offers Vizient-only coverage enhancements, onsite consulting, tools and education
<b>Cyber liability and breach response</b>	Beazley	Unique features include 5% no claims premium discount, onsite consulting (based on revenue), tools and education
<b>Active shooter and child abduction</b>	Beazley	NEW – Broad policy, competitive cost and unique inclusion of child abduction
<b>Allied health professionals professional liability (individuals)</b>	Berxi	NEW – Unique online experience for allied health professionals to buy a personal professional liability policy and save up to 20%
<b>Hospital professional liability and general liability (HPL/GL)</b>	CNA	CNA offers Vizient-only coverage enhancements, onsite consulting, tools and education

## Retail brokerage services available to members through Lockton

<b>Construction – rolling OCIPs program</b>	See how you can save 3% or more of the total construction costs by engaging Vizient in the construction planning process
<b>Captive management and advisory</b>	Lockton can help assess whether a captive makes sense and help to secure the best option
<b>Enterprise risk management (ERM)</b>	Lockton can help implement an ERM framework to manage risks and opportunities, plan for contingencies and monitor progress.
<b>Risk finance advisory</b>	These mechanisms can help members leverage their own balance sheets to minimize the impact of increased retentions, rates and premiums.
<b>Workers' compensation consulting</b>	Lockton's INSIGHT tool allows members to create customized benchmarks and identify areas of opportunity.



To learn more, contact Mark Stenmark at (704) 377-7115 or [mark.stenmark@vizientinc.com](mailto:mark.stenmark@vizientinc.com).

As the nation's largest member-driven health care performance improvement company, Vizient provides solutions and services that empower health care providers to deliver high-value care by aligning cost, quality and market performance. With analytics, advisory services and a robust sourcing portfolio, we help members improve patient outcomes and lower costs.