

Carol Sicard

From: Murray, Meghan <Meghan.Murray@WillisTowersWatson.com>
Sent: Thursday, April 29, 2021 3:52 PM
To: Carol Sicard
Cc: Albright, Lindsey
Subject: GIRMA Excess Cyber Proposal (City of Smyrna)- Response Required
Attachments: eCrime Supplemental Questionnaire_SC-APP-017 (11-20).docx; MFA Affidavit.pdf; Quote- City of Smyrna.pdf

External: This came from outside of Smyrna's email system.

Carol,

We are pleased to present the renewal options for Excess Cyber for the city. The cyber market is incredibly challenging for public entities right now and we conducted a marketing effort for the renewal. We are seeing significant increases across all of our clients.

We apologize for the delay in getting this to you, but the quotes were just received today. **We are recommending the Crum and Forrester option and will give you a call shortly to discuss. We will need your written authority to bind coverage no later than close of business tomorrow 4/30/2021.**

Below are the results of our efforts:

Carrier Name	Intermediary Name	Line of Business	Response	Limit	Expiring Premium	Estimated Premium	Commission
Chubb (Incumbent)	N/A	Excess Cyber	Quoted	\$1M	\$7,430	\$16,789	15%
Crum and Forrester	CRC	Excess Cyber	Indication	\$1M	N/A	\$14,800	10%

***Preferred premium is subject to confirmation of MFA**

***Subject to policy servicing fee \$750**

We would like to bring the following exclusions, subjectivities and warranties to your attention:

Crum & Forrester:

- Preferred pricing is subject to MFA Affidavit (multi factor authentication) for remote access to network
- eCrime Supplemental Application is required if you would like \$100,000 sublimit for Social Engineering coverage

Chubb:

- Subject to Underlying binder and policy (WTW to provide)
- Exclusions for SolarWinds, MSFT Exchange, Government Shutdown, and Loss of technical support exclusion
- Non following the AIG Ransomware sublimit

The quote/indication expires 5/1/2021 and the insurer may change it after this date.

Should you bind coverage, you will receive an invoice under a separate cover. Payment is due within 30 days.

Claims can be reported 24/7/365 to the Willis Claims Center.

Email: claimscentral@willis.com

Phone: (877) 725-9620

Important Notices

Sub-broker / Intermediary / Wholesaler

In our search for your insurance coverage we used the following wholesalers:

Line of Business	Wholesaler
Excess Cyber	CRC

Surplus Lines

The premium quoted for the Excess Cyber insurance is subject to Surplus Lines Tax which is in addition to the premium charged.

Commission Disclosure

Willis Towers Watson negotiates commission rates with certain insurers on a corporate level. If the rate on your placement is lower than the negotiated rate, Willis Towers Watson will collect the difference directly from the insurer. These payments will not increase the cost of your insurance or otherwise impact your premium or rates. Details of these arrangements where there is compensation beyond the base compensation detailed in your Quote Proposal can be found at:

http://www.willis.com/About_Willis/The_Willis_Way/Commission_Rates/.

Brokerage, Terms, Conditions & Disclosures

An order to bind the coverage presented in this proposal shall be deemed an acceptance and agreement that this proposal is subject to Willis Towers Watson's Brokerage Terms, Conditions, and Disclosures "Brokerage Terms" that are incorporated as part of this proposal and available at: <https://www.willistowerswatson.com/-/media/WTW/Notices/Brokerage-Terms-Conditions-Disclosures.pdf>. If you would like a hard copy of the "Brokerage Terms," please contact any member of your Willis Towers Watson service team. If you have received a hard copy of this proposal, a hard copy of the "Brokerage Terms" is included for your convenience.

Please review this proposal and advise of any changes or questions you may have. To request the binding of coverage, please contact me by phone or e-mail.

Thank you,

Meghan Murray, ARM, AIC
Client Services Specialist

Willis Towers Watson
Willis Towers Watson Southeast, Inc. | 5 Concourse Parkway, 18th Floor | Atlanta, GA 30328

M +1 678 361 0886

F +1 404 224 5001

Meghan.murray@willistowerswatson.com

For information pertaining to Willis Towers Watson's email confidentiality and monitoring policy, usage restrictions, or for specific company registration and regulatory status information, please visit <https://www.willistowerswatson.com/en-GB/Notices/legal-disclaimers>

Willis Towers Watson is a leading global advisory, broking and solutions company that helps clients around the world turn risk into a path for growth. Willis Towers Watson has offices in 140 countries and markets. For a complete list of office locations, please click [here](#)

You may receive direct marketing communications from Willis Towers Watson. If so, you have the right to opt out of these communications. You can opt out of these communications or request a copy of Willis Towers Watson's privacy notice by emailing unsubscribe@willistowerswatson.com [ELD-DEF].
