

OPENING THE DOORS TO SPECIALTY INSURANCE MARKETS FOR YOU

Throughout 2024, TSW's focus remains on strengthening our skills as a national insurance MGA and wholesaler, specializing in commercial insurance needs. With offices in Montreal, Vancouver, Waterloo and Calgary, the TSW team is working hard on building capabilities to assist brokers with both in-house underwriting authority and as a wholesaler representing a vast array of top-tier Canadian-licensed insurers and Lloyd's.

TSW's Product Offering



Property



Crime



Primary CGL



Excess/Umbrella
Liability



Equipment
Breakdown



Legal Expense



Environmental



Wrap Up Liability

HIGHLIGHTS OF WHAT WE HAVE WRITTEN LATELY

These are some of the hard to place risks we are proud to have been able to help place recently through our teams from coast to coast.

EAST



Large Sawmill Operation

PROPERTY

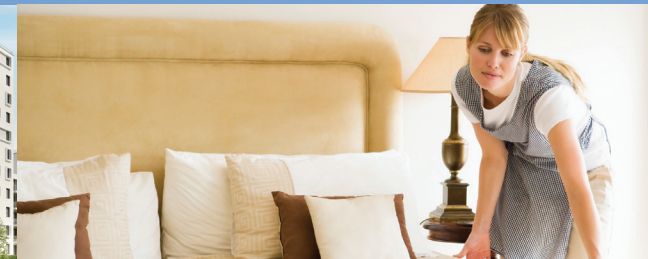
TSW was engaged by a broker to assist their client with a gap in their property coverage. TSW provided assistance to this major Canadian sawmill operation after they suffered a multi-million dollar loss. Working with its vast network of trusted capacity providers, TSW managed to secure property coverage for this complex client providing support to the lead insurer, thus ensuring peace of mind for the client.



Social Housing Association Program

PROPERTY

The broker's client, is a Quebec based social housing association, which oversees high-risk properties like Senior Housing, Assisted Living, Low Income Housing, and Subsidized Housing Projects. The broker approached TSW looking to provide coverage support to the lead insurer, to bridge the gap left by the previous insurer in the brokered risk. TSW managed to leverage its in-house underwriting capacity to fill the gap.



Hospitality

PROPERTY & CASUALTY

TSW won back an account previously lost to a competitor. The broker's client provides high-end luxury hotels/properties with public facilities. TSW used some innovative solutions to provide general liability and property coverage through a combination of in-house binder and open market wholesale placements.

PRAIRIES



Manufacturing

EXCESS LIABILITY

Broker consulted TSW to help solve a coverage gap for their client which produces fabricated fittings for water/wastewater and industrial clients with both Canadian and US sales. With a tough class of business and a large open claim, the broker required extra casualty capacity. TSW helped the broker win the business by offering the right capacity, quick turnaround time and competitive terms.

Construction & Engineering

P&C, PROFESSIONAL LIABILITY

The broker contacted TSW to help replace current insurance provider for a client that offers modular cleanrooms in numerous industries such as medical, pharmaceutical, etc. TSWV relied on its vast network of capacity providers to help provide a competitive proposal. With TSW's support, the broker successfully won the business with a package that included professional liability coverage through wholesale placement and a P&C package with in-house binder.

Technology

P&C, PROFESSIONAL LIABILITY

The broker of a client specializing in remote monitoring system firmware and HVAC equipment for telecom and data centre companies sought to upgrade the client's insurance program. The broker faced limited market access and enlisted TSW to provide a solution. TSW's innovative proposal with competitive terms and enhanced coverage included a binder placement along with E&O coverage obtained on the wholesale open market.

WEST - BC



Broker's Errors & Omissions

E&O

A Western Canadian, multi-location insurance broker moved their Errors and Omissions policy to TSW from their incumbent MGA after TSW reached out to provide them an alternative to their current coverage. TSW's depth of experience and knowledge of Broker's E&O solutions won the broker over.

Construction

WRAP-UP LIABILITY

The broker engaged TSW on this very unique project with a hard to place risk. The broker's client, a leading force in subatomic physics research laboratories, embarked on a project to fit-out shell space for a new and highly advanced laboratory. The broker was provided tailored terms for this unique endeavour under TSW's binder that exceeded the expectations of their client.

Hospitality

PROPERTY, CGL

TSW helped the broker secure full property coverage worth \$6m for their client, a high-end Michelin Star Chinese restaurant. TSW tailored a comprehensive package policy to meet the client's needs, including equipment breakdown, crime, CGL, and legal solutions. The broker relied on TSW's experience and property capacity in the hospitality space to win the business.

TSW IS ALWAYS READY TO ACT AS YOUR ADVISOR. LEARN HOW WE CAN HELP.
Connect with our team: commercial@tsw-management.ca

Follow us
on LinkedIn

