



# Physicians and advanced practice health care providers

Creating value through client-centric consultation with the expertise to advise and transact in this complex world

## A smarter way to risk

At WTW, our specialized industry approach, exceptional client service and broader perspective deliver smarter risk management.

Complex risks require smarter solutions. Through our industry focused risk assessment and data-informed decision making, we support our clients every step of their risk journey.

## How we deliver value



### Specialized understanding

#### Market:

The medical professional liability market for physician and other providers is dominated by boutique insurers and varies widely by state, due to tort reform, patient compensation funds and other jurisdictional issues. These boutique carriers typically utilize a closed distribution network. WTW holds contracts with all major carriers. Having that reach allows for the WTW team to identify insurance partners in alignment with your priorities.

#### Mergers and acquisitions:

A dedicated mergers and acquisition team stands at the ready to meet the specific needs of physician practices. Many specialties are facing consolidation and acquisition by private equity interests.

Those aggregators often operate across state lines, which complicate the placement of medical professional liability.



### Exceptional client service

#### Global expertise:

We are a trusted insurance broker delivering global expertise, locally. A personalized approach to support organization's risk strategy, delivered with the agility of a boutique broker and the scale of a global broker.

#### Knowledge of medical procedures and emerging risks:

Underwriting of medical professional liability requires knowledge of physician specialties, invasive procedures and evolving risks such as telemedicine, robotics and advanced medical devices and procedures.

#### FINEX healthcare:

Our experts act on behalf of organizations and institutions of all sizes within the healthcare industry. Going beyond the traditional boundaries of insurance products and risk management, we deliver services that help make our clients more efficient and more strategic. We focus on directors and officers liability, employment practices liability (EPL), fiduciary liability, commercial crime and cyber liability.



## Broader perspective on risk

### Specialized healthcare broking expertise:

Our industry vertical approach means that your broking team is dedicated to the healthcare industry. Whether the coverage is HPL/GL, D&O, property, cyber, WC/auto or another line of business, your broking team is comprised of individuals that spend the majority of their time placing coverage for similar clients in the healthcare industry.

### Coverage expertise:

- Unique to this coverage are claims made reporting issues (tail and nose coverage), as well as emerging medical technologies
- Other coverage enhancements negotiated by the team include “free” tail coverage for departed physicians

### Risk financing strategies:

- Captive solutions can enhance the financial and operational performance of your organization, as a key element of your risk management strategy
- Bringing together our risk expertise and data-driven insights, we provide a clear view of the long-term opportunity to enable more forward-thinking decisions around your risk retention strategy

- We are experts in designing and managing captives for clients across the world, using our industry knowledge and consulting expertise to help ensure they create maximum value and are licensed in the right domicile

### Physician ownership models:

Our physician center knows the industry and understand the various private equity, JV and unique partnership arrangements that physician practices can be faced with.



## Optimized outcomes

### Analytics: WTW is the analytical broker.

- Analytics are **embedded directly in the broking process**
- Analytics created software by WTW leads to **real-time and collaborative interactions**, not static and out of date information
- Analytics **built by actuaries and data scientists** leveraging the best data in the industry
- Analytics built on a unified analytical platform shared by brokers and clients leads to more **transparent guidance**
- These differentiators lead to more informed clients who **make smarter decisions** and **communicate more effectively** with their management teams

For more information contact:

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### Disclaimer

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### About WTW

At WTW (NASDAQ: WTW), we provide data-driven, insight-led solutions in the areas of people, risk and capital. Leveraging the global view and local expertise of our colleagues serving 140 countries and markets, we help you sharpen your strategy, enhance organizational resilience, motivate your workforce and maximize performance. Working shoulder to shoulder with you, we uncover opportunities for sustainable success — and provide perspective that moves you. Learn more at [wtwco.com](http://wtwco.com).



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WTW-1803895382-11-2025

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