



Bulk Quotation Process

Coalition makes it easy for you to quote cyber insurance for your entire upcoming renewal book, creating a friction-free process for cross-selling cyber to all clients. We are able to provide bulk quotations for a minimum of 50 clients.

The bulk quotation process is straightforward. With just 5 standard pieces of information (name, revenue, industry, address, and website), we can generate bindable quotations that you can present alongside other policies for a great new business opportunity. Many brokers readily export this basic info from their agency management system and generate quotes for their upcoming month's renewals and drive revenue.

Below we outline the four steps in this process – selecting coverages and limits, providing client data, Coalition underwriting, and providing finalized quotations.

Broker selects coverages

Prior to beginning the bulk quotation process, we ask brokers to select the coverages and limits they would like to provide to their clients. We ask brokers to indicate:

- **Requested package:** we offer three core packages through our platform, which are outlined in Appendix A. Please note that these packages can be tailored to meet your coverage or pricing requirements.
- **Overall policy limit and sublimit:** we can offer as low as \$25,000 and up to \$10M in aggregate limits. Please include individual coverage sublimits and retentions (as appropriate).
- **Broker account:** the account on the Coalition dashboard where you would like all quotations to be sent.

Broker provides client data

We request a few pieces of information about each client in order to provide bulk quotes. Coalition provides an Excel template for you to easily organize this information. Where possible, we have provided drop-down options to make the process easier for you.

Some of this information is *required* in order for us to provide quotations. The required information includes:

- Company name
- Website



- Industry
- Revenue
- Address

Note: please separate the first and second address lines. For example, for the address "123 Main Street, Suite 10", place "123 Main Street" in the "Street Address Line 1" column, and "Suite 10" in the "Street Address Line 2" column.

We request other information that is not required, but enables us to provide a more accurate quotation for your client. This information includes:

- Employee count (range)
- Insured's email
- Business type (renewal or new business)

We request that you provide this information in the provided [Excel template](#).

Coalition underwrites

Once we receive your requested coverages and client data, Coalition begins the underwriting process. Our underwriting process includes a technology scan of an insured's network and web properties. Through this process, we gather tens of thousands of data points about the company's cyber security to identify any issues or potential weaknesses.

In some circumstances, a quotation may require further review. When this happens, we may require some additional information from the broker or the client in order to provide a quotation.

Coalition provides bulk quotations back to you!

When we complete the underwriting process, including any deeper security reviews, all quotations will be available in your broker dashboard, and we will provide the Excel file back to you including the Coalition policy number and premium for each client. At this time, you may share the quotations with your clients, bind the quotation, and request additional limit and coverage options.

Thank you for your partnership. If you have any questions about the bulk quotation process, don't hesitate to [contact us](#).



Appendix A: Coalition Policy Packages

ESSENTIAL	MOST POPULAR	COMPREHENSIVE
Necessary coverage to address client and vendor contractual needs	Great for protecting the value of your clients' business	Expansive coverage and safety for your clients' peace of mind

*Coverages marked in **bold** are additional to the prior insurance package.*

Network and Information Security Liability	Network and Information Security Liability	Network and Information Security Liability
Regulatory Defense and Penalties	Regulatory Defense and Penalties	Regulatory Defense and Penalties
	Multimedia Content Liability	Multimedia Content Liability
	PCI Fines and Assessments	PCI Fines and Assessments
	Breach Response	Breach Response
	Crisis Management and Public Relations	Crisis Management and Public Relations
	Cyber Extortion	Cyber Extortion
	Business Interruption and Extra Expenses	Business Interruption and Extra Expenses
	Digital Asset Restoration	Digital Asset Restoration
	Funds Transfer Fraud	Funds Transfer Fraud
	Reputation Repair	Reputation Repair
	Service Fraud	Service Fraud
	Computer Replacement	Computer Replacement
	Reputational Harm Loss	Reputational Harm Loss
		Bodily Injury and Property Damage - 1st party
		Bodily Injury and Property Damage - 3rd party
		Pollution
		Technology Errors & Omissions (for certain industries)