

Berkley Life Sciences creates innovative insurance products customized for the specialized needs of life sciences companies. In developing our risk management services we have taken a similar, customer-focused approach. Through years of experience in working with industry leaders, our professionals have acquired a thorough understanding of the unique issues faced by life science firms of all forms and sizes. This has enabled us to create a suite of risk management services tailored to meet your specialized needs.



Our Service Philosophy: Berkley Life Sciences believes that collaboration with our clients is the key to developing a successful risk management program. Sharing industry knowledge and “lessons learned” allows us to work in partnership with our clients to implement unique programs designed to help them avoid financial loss and damage to reputation.

Berkley Life Sciences embraces a preventive approach to risk management. LS Prime[®] policyholders receive not just financial protection but also access to a wide array of risk management resources and expertise specific to your industry.

Value Added Services: The risk management services professionals at Berkley Life Sciences are not typical insurance loss control inspectors. Our consultants have extensive practical experience in working in the pharmaceutical and medical device field in the areas of clinical development and product manufacturing. Decades of experience in managing property and casualty claims and performing varied risk management functions complements the industry specific background of our staff.

Our Risk Management Services team offers a full menu of knowledge resources. Below are select examples of services available to policyholders:

Financial Risk Management Capabilities

- ◆ Business income benchmarking tools
- ◆ Asset valuation services
- ◆ Business continuity and disaster recovery planning services
- ◆ Data and recordkeeping security and protection consultations

Products Liability Service Capabilities

- ◆ Liability risk analysis consultations
- ◆ Review of sales and marketing practices
- ◆ Liability avoidance training for sales teams
- ◆ Contract management best practices
- ◆ Product recall preparation consultations
- ◆ Retail liability management consultations
- ◆ Defense counsel recommendations
- ◆ Analysis of litigation guidelines for outside counsel
- ◆ Vendor recommendations for structured settlements and alternative dispute resolution

What Others Say About Us

“You are doing more than any other market and I like what I see! I look forward to seeing even more risk management tips that I can pass on to other key employees at my company.”

- Risk Manager at large pharmaceutical manufacturer

“I have to send you another thank you. Your team at Berkley is the best! You are all so accommodating and willing to help us here. I can honestly say that Berkley isn’t like all the other carriers we deal with. Thank you for making our life so much easier!”

- Independent Insurance Broker

Property Protection Risk Management Capabilities

- ◆ Manufacturing, laboratory, and warehouse property conservation consultations
- ◆ Construction and fire protection plan reviews
- ◆ Review of storage/ protection practices for research property, perishable property, and critical materials
- ◆ Protection consultations for perishable property in transit
- ◆ Machinery breakdown preventative maintenance best practices
- ◆ Infrared thermography audits
- ◆ Facility security and crisis management preparation reviews
- ◆ Property conservation training

Workers Compensation Risk Management Services

- ◆ Loss trend analysis benchmarking
- ◆ Facility safety and injury prevention reviews
- ◆ Lab, production and distribution safety audits
- ◆ Infectious disease program evaluation
- ◆ Potent compound toxicological assessments and exposure management reviews
- ◆ Industrial hygiene services
- ◆ Safety program development consultations and employee safety training

Commercial Auto Fleet Risk Management Services

- ◆ Commercial vehicle program management consultations
- ◆ Training for sales force and distribution drivers

Premises and Operations Liability Risk Management Services

- ◆ Facility security and visitor safety reviews
- ◆ Slip and fall prevention consultations
- ◆ Fire life safety evaluations
- ◆ Clinical participant privacy program evaluation



How Berkley Life Sciences Delivers Risk Management Services

- ◆ On-site consultations and employee training
- ◆ On-line streaming and DVD library of multi-lingual safety videos with over three hundred titles
- ◆ Strategic risk services partnerships with life science focused compliance and safety organizations
- ◆ Customer Risk Management Portal with access to hundreds of proprietary loss prevention and loss minimization tools, including sample safety programs, technical cut sheets, white papers and hazard mitigation information
- ◆ Customized client service programs that include operation specific exposure benchmarking and exposure mitigation goal-setting focused on the unique risks presented by your organization

For further information about Berkley Life Sciences Risk Management Resources or our menu of services, please contact Christopher Dorko, Vice President and Risk Management Resources Officer at 609-844-7821 or via email at cdorko@berkleyls.com.

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