

Vanguard Risk Underwriters

Premium high-limit coverage for large enterprises and regulated industries

Commercial Insurance Proposal • Prepared for: Prospective Insured • Reference: VND-1002 • Valid 60 days from issue

1. About the Carrier

Vanguard Risk Underwriters is a premium-tier carrier founded in 1968, specializing in complex risk for large enterprises, financial institutions, and technology companies. Vanguard holds an A++ (Superior) financial strength rating from AM Best — the highest in this comparison panel — and is the carrier of choice for organizations requiring eight-figure liability towers.

Vanguard underwrites with a risk-engineering-led approach: every account is reviewed by a named senior underwriter and supported by loss-control engineers. The carrier's balance-sheet strength allows it to offer umbrella and excess layers up to \$25M and dedicated claims handling that many mid-market carriers cannot match.

2. Vendor & Account Snapshot

Vendor ID	VND-1002
Headquarters	New York, NY
Founded	1968 (58 years)
AM Best Rating	A++ (Superior) — highest in panel
NAIC Number	27-8821 (illustrative)
Employees	Approx. 9,200
Gross Written Premium	\$14.6B (illustrative)
States Licensed	All 50 states + DC; surplus lines available
Target Industries	Large Enterprise, Financial Services, Technology
Quote Turnaround	10 business days (underwriter review)

3. Coverage Lines & Limits

Coverage Line	Limit	Deductible / Retention	Basis
Commercial General Liability	\$5M occ / \$10M agg	\$25,000	Occurrence
Umbrella / Excess	Up to \$25M	Above primary	Follow form
Directors & Officers	\$10M	\$50,000 ret.	Claims-made
Commercial Property	\$50M	\$25,000	Replacement cost

Vanguard offers the highest limits in this panel. Primary CGL is written at \$5M per occurrence and \$10M aggregate, and the umbrella layer extends total liability protection to \$25M on a follow-form basis above the primary policies.

Directors & Officers liability protects the personal assets of company leadership against management-liability claims (Side A, B, and C) up to \$10M on a claims-made basis. Commercial property limits reach \$50M, suitable for large multi-site footprints.

4. Sublimits & Optional Endorsements

Endorsement / Sublimit	Amount	Notes
Excess Layer (additional)	Up to \$50M	Built via additional excess carriers
Employment Practices Liability	\$5M	Included in management-liability suite
Fiduciary Liability	\$3M	Optional for benefit-plan exposure
Crime / Fidelity	\$5M	Optional endorsement

5. Premium & Pricing Structure

Vanguard's indicative premium of \$112,000 reflects the highest limits and strongest financial backing in the panel. It is a premium-tier price intended for enterprises that genuinely need \$10M+ of protection; smaller exposures will find better value elsewhere in this set.

Indicative Annual Premium	\$112,000 / year
Minimum Premium	\$75,000
Premium Basis	Flat annual; D&O priced separately
Rate Guarantee	12-month, or 36-month under multi-year option
Audit Provision	No GL audit; D&O re-rated at renewal

6. Available Discounts & Credits

Discount / Credit	Value	Qualifying Condition
Multi-Year Commitment	7%	Lock a 3-year policy term
Enterprise Loyalty	4%	5+ years of continuous coverage with Vanguard

Vanguard's credits stack for up to 11% off base premium. Discounts are modest by design — the value proposition is limit capacity and A++ security, not price.

7. Billing & Accounts Payable Terms

Payment Terms	Net 45 from invoice date
Installment Options	Annual preferred; semi-annual on approval
Accepted Payment Methods	Wire and ACH only (no card; checks discouraged)
E-Invoicing / ERP Support	SAP Ariba and Coupa both supported; dedicated billing analyst per account
Purchase Order Requirement	Purchase order required on every invoice
Remittance Address	Vanguard RU, Lockbox 8821, JPMorgan, New York, NY 10017
Tax / W-9 Status	W-9 and ACH banking instructions provided in onboarding packet
Late Payment / Grace	Net 45 terms; reinstatement required if 30 days past due

Vanguard assigns a named billing analyst and supports both SAP Ariba and Coupa, which suits enterprise AP teams running structured procurement. The longer Net 45 term aids cash management on large premiums but there is no early-payment discount.

8. Claims Handling & Service Levels

Vanguard provides the fastest first response in the panel — a 24-hour SLA with a named senior adjuster per account and panel-counsel defense paid outside the limit. For large or complex claims this dedicated model materially shortens resolution time.

First-Response SLA	24 hours
Adjuster Model	Named senior adjuster per account
Defense Costs	Outside the limit; panel-counsel defense included
24/7 Reporting	24/7 enterprise claims desk
Avg. Resolution Time	Approx. 120 days (complex liability)

9. Underwriting Requirements

- Completed application plus 5-year loss runs and audited financial statements.
- Risk-engineering survey of major locations before binding.
- For D&O: board minutes, org chart, and prior-policy declarations.
- Signed TRIA acceptance/rejection.

10. Key Exclusions & Conditions

- Pricing not competitive for small or low-limit accounts (high minimum premium).
- Requires completed risk-engineering survey — longer onboarding.
- Prior-acts coverage on D&O subject to a retroactive date.
- Surplus-lines taxes may apply on certain excess layers.

11. Sample Coverage Scenario

A financial-services client faces a \$14M product-liability judgment. The \$5M primary CGL pays first, the \$25M umbrella absorbs the remaining \$9M, defense counsel is engaged within 24 hours, and the insured's net out-of-pocket is limited to the \$25,000 deductible.

12. Track Record & References

Vanguard maintains an A++ (Superior) rating, a 97% large-account retention rate, and a dedicated complex-claims unit. The carrier has paid over \$6.2B in claims across the last five years (illustrative figures).

“When a nine-figure suit landed, having a named adjuster on the phone within a day made all the difference.”

— General Counsel, enterprise technology firm (illustrative reference)

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