



RETAIL, WHOLESALE, FOOD, AND BEVERAGE PRACTICE

# Marsh Supplier Select<sup>SM</sup>: Your Questions Answered

Retailers and wholesalers often struggle to confirm whether their suppliers are meeting contractual insurance requirements, a situation that is significantly more challenging when dealing with smaller domestic and international suppliers. Marsh Supplier Select<sup>SM</sup> — powered by our Bluestream technology — verifies suppliers' insurance certificates and directs noncompliant suppliers to purchase coverage. Below, we answer your most frequent questions about Supplier Select.

## 1. Would a supplier be a named insured or an additional insured on a Marsh Supplier Select policy?

Marsh Supplier Select is designed to protect Marsh retail clients from losses caused by a supplier's product. Thus, the product liability policy lists the Marsh retail or wholesale client as the first named insured and suppliers as additional insureds that are only covered for the goods they are providing to the retailer.

## 2. Is this coverage in excess of a supplier's product liability insurance?

Yes. A supplier might already have coverage that does not meet the retailer's requirements, and is prompted to purchase additional coverage. In these circumstances, the supplier's policy would respond first while the Marsh Supplier Select policy will offer coverage above the underlying limits of the supplier's primary insurance.

## 3. What is the jurisdiction for coverage?

While Marsh's Supplier Select coverage form, written by Markel, has a global territory, the jurisdiction is the US. By placing the coverage in the US, retailers typically avoid the potentially lengthy indemnification process that can take place when an overseas supplier purchased coverage through a local in-country carrier.

#### **4. Can a retailer carve out a grouping of suppliers that would be insured?**

Yes. Marsh Supplier Select is designed to provide coverage for suppliers that are underinsured or uninsured. We tailor the policy to include specific suppliers based on the retailer's provided list. The retailer determines the supplier base, and can utilize geographic location, whether foreign or domestic, when building the criteria. Additionally, it can be based upon a specific group or department of products, for example a marketplace, a grocery department of a large retail chain, or a group of locally sourced, incubator, or start-up products.

#### **5. What is the policy term?**

A Supplier Select policy runs for one year.

#### **6. Can Marsh Supplier Select go through a captive?**

Yes, Supplier Select can be part of a captive. Starting with a feasibility study, Marsh Captive Solutions will work with a client to determine whether including Supplier Select fits with the client's goals for the captive, and if it is a viable option.

#### **7. Can I join Supplier Select if Marsh is not my broker?**

Yes. Marsh can provide Supplier Select to any company looking for a solution to their products liability exposure.

For more information on Marsh Supplier Select, visit [marsh.com](http://marsh.com), contact your Marsh representative, or contact:

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