

## ParcelCover: Protecting Your Clients' Interests Fast, Easy, Secure, and Convenient

### Insure Your Client's Interest

The logistics industry is in a period of rapid change. Client demands, digital technology and intense global competition require logistics and transportation companies to reimagine how they engage with clients.

ParcelCover provides logistics, transportation and e-commerce platform companies with a scalable, leading edge and customer-centric parcel and shipping insurance solution with 24/7 access to competitive rates and expert advice.

Parcel and shipping insurance is designed to provide protection against all risks of physical loss or damage, from any external cause, to goods while in the course of transit. The cargo owner has a vested interest in the shipment arriving safely. Loss or damage caused in

transit has the potential to impose great financial loss on a cargo owner. One of the best means to help your client protect their financial interest is to offer direct damage cargo insurance.

### Why Offering a Parcel and Shipping Insurance Solution Has Advantages

#### For You

- You are not absorbing the deductible applicable to each claim under your legal liability policy.
- The cargo policy protects you against subrogated claims. As you are a named insured under the policy, the insurers will not subrogate against you.
- This coverage protects your "legal liability policy" against suits from customers or their insurance companies.

- Dealing with claims costs everyone time and money. With full direct damage cargo insurance, the burden of proof of liability is waived and claims are handled directly between the insurer and the customer.
- Provides a complete service package to your customer and closes doors to possible competition.

#### For Your Customer

- Provides your customer with value-added service.
- Cost-effective way of protecting the shipments.
- You are protecting your customer as well as yourself.
- Coverage is available for the full exposure and the full value of the shipments.
- Fast and transparent claims settlement process.

## Protect Yourself and Your Customer

All risks parcel and shipping insurance is one of the broadest forms of coverage available for the full exposure and the full value of the cargo. The coverage provides protection from “warehouse to warehouse,” irrespective of the number of subcontractors involved and includes “Acts of God”, terrorism, strikes, riots, and civil commotion risks.

Limitations of liability are not always clearly understood, and the client may plead innocence and expect full payment from you, the logistics provider, should a loss or damage occur. Address the issue of “insurance” prior to shipping the goods and convince the customer that cargo insurance is their best protection option.

Claims are quickly settled based on the “insured value” of the shipment including freight charges and a 10 percent mark-up, if declared. Most importantly, the customer does not need to prove fault or negligence on the part of the at fault party.

Put simply, parcel and shipping insurance provides a cost effective way of covering your customers’ shipments, as well as protecting yourself for physical loss or damage to goods in transit. It provides a value added solution and helps differentiate you from your competition.

## ParcelCover Highlights

- **Free and Easy Registration:** ParcelCover is a no risk proposition. Register online at [www.parcelcover.com](http://www.parcelcover.com) to obtain instant rates with no obligation or minimum volume requirements.
- **Competitive Rates:** Through key partnerships and a streamlined process ParcelCover offers cargo insurance coverage at exceptionally competitive rates plus benefit from no minimum annual premiums; simply pay for the coverage you use.
- **Issuing Certificates:** Secure electronic certificates are printable and can be downloaded, saved or sent to your customers.
- **Customer Support:** Technical support is available 24/7 plus specialized broker support is available during regular business hours.
- **Convenient Claims Management:** ParcelCover has integrated with one of the leading marine and transit claims specialists, providing real time claims reporting and monitoring, greatly improving the speed and efficiency of the entire claims process.

## How To Protect Yourself

1. Discuss insurance with the customer.
2. Should they not wish to carry insurance, outline the limitations of payment as outlined in the Bill of Sale.
3. Should they still decline to insure the shipment, request a written declination.
4. Document your files at all times. This will prove useful in any claims action against your legal liability policy.

## Additional Products

Beyond parcel and shipping insurance, Marsh offers additional lines of transportation insurance for Freight Forwarders (NVOCC), Third Party Logistics Providers (3PL's), Common Carriers (Ocean and Truck) and Load Brokers. Please visit [www.parcelcover.com](http://www.parcelcover.com) for more information.

### Getting Started with ParcelCover

Learn more about this innovative digital parcel and shipment insurance solution. Simply visit [www.parcelcover.com](http://www.parcelcover.com) or speak directly with a Marsh JLT Specialty ParcelCover team member: +1 877 755 4934 or email us at [parcelcover@marsh.com](mailto:parcelcover@marsh.com) to register.

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