Life Sciences Practice
Providing End-to-End Solutions for Life Sciences Companies
The Life Cycle Risk Continuum

Life Sciences companies face numerous and unique challenges as their life cycles evolve. How these risks are mitigated and identified can be the fundamental difference between financial success and business failure. Aon provides Life Sciences companies with end-to-end risk solutions, supporting organizations from the initial discovery phase to final product launch.

1. Discovery/Preclinical
2. Clinical (Phase 1)
3. Clinical (Phase 2 and 3)
4. Regulatory Approval/Launch Preparation
5. Post Approval/Product Launch

An overview of industry-specific risks a Life Sciences company will likely face during their growth phases:

- **Workers’ Compensation**
  - Minimal Employee Base
  - Small Employee Base
  - Medium/Large Employee Base

- **Auto/General Liability**
  - Minimal Exposure
  - Auto Fleet for Sales Force

- **Property**
  - Office/Lab Equipment/Real Estate
  - Property/Risk Manufacturing
  - Property/Business Interruption

- **Product Safety**
  - U.S. Clinical Trials
  - International Clinical Trials
  - Product Liability

- **Executive Liability**
  - Private D&O
  - Public D&O (PO)
  - Fiduciary

- **Supply Chain**
  - Raw Material Sources
  - Manufacturing/Transportation
  - Trade Credit/Business Continuity/ERM

- **Builder’s Risk**
  - Manufacturing Capacity

- **Environmental**
  - Environmental/Pollution Liability

**We Address Your Risk Management Needs**

- Strong life sciences industry and product expertise providing tailored risk management advice
- Dedicated claims advocacy and management for complex product liability litigation and securities class actions
- Specialized life sciences service team that proactively assesses your risk profile in a high growth environment
- Significant market relationships and industry presence to secure the broadest, most cost effective risk management program
- AGCN – the largest equity-owned global client network to efficiently and effectively secure admitted policies for multi-country, multi-site clinical trials and additional global insurance needs
Solutions Across the Life Cycle Risk Continuum

Life Sciences companies face a growing number of unique and complex risks in areas such as products and clinical trials, directors’ and officers’ and supply chain liability. Today’s companies need comprehensive solutions at every stage of product development, testing, regulatory review and launch.

Based on deep industry knowledge and years of experience, Aon Risk Solutions’ Life Sciences Practice offers a range of risk management solutions across the entire life cycle risk continuum. Coverage is designed to address specific industry requirements such as market trends and pricing, contract language, individual market risk appetites and how the Life Sciences industry views risk.

As a result, Aon professionals can provide Life Sciences companies with industry-specific solutions that offer the following advantages and benefits:

- **A flexible, customized approach** for each individual client
- **Global reach and presence** in every region and market in the world
- **Adherence to industry best practices** and the ability to replicate successful risk management strategies
- **Use of key benchmarking and actuarial analytics** to support decision-making for program structures such as limits, retentions and pricing
- **Access to top-level executive underwriters** at leading Life Sciences insurance companies
- **A seasoned team** of attorneys to offer proven claims advocacy expertise in large product-liability class action and securities class action litigation
Worldwide Support from Aon Clinical Trial Specialists

As clinical trials have moved from the United States and Western Europe to emerging regions such as Eastern Europe, Latin America and Asia amid increased scrutiny and compliance regulations, the likelihood that a clinical trial may be negatively impacted is on the rise.

Aon assists Life Sciences companies conducting global clinical trials through a coordinated effort supported by clinical trials specialists housed within the world’s largest equity-owned network. These specialists are trained in:

• Understanding the international regulatory environment for clinical trials
• Developing programs designed to protect clients from liabilities
• Helping to ensure the proper certificates are issued to allow the trial to proceed

In addition, our clinical trials specialists support our Life Sciences clients with:

• Access to insurance expertise in 120 countries
• Management of controlled global master programs with certificate issuance in almost every country around the world complementing insured, fronted and captive structures
• Coordination and timely delivery of clinical trial certificates with trial managers and Contract Research Organizations globally to satisfy regulatory and ethics committee requirements
• Proprietary database of global clinical trials regulations

Aon’s proprietary database contains information on local and regional regulations, ethics committee requirements and market practices for clinical trials insurance for individual countries. Based on this wealth of information, Aon Risk Solutions’ Life Sciences Practice develops each year a Clinical Trials Risk Map as a resource for Life Sciences companies conducting or planning to conduct clinical trials abroad.
Powerful Tools for Risk Management Decision-Making

Aon has invested significant resources to create a comprehensive platform of analytical tools to help Life Sciences companies make informed risk management decisions. These resources include:

- **Aon RiskConsole**
  An Internet-based risk management solution for managing and tracking international clinical trials insurance requirements

- **Product benchmarking**
  The industry’s largest proprietary products liability and D&O database, providing relevant data tailored to specific size and needs

- **Actuarial risk analysis**
  An industry-leading actuarial practice that provides loss forecasts and analysis specific to Life Sciences companies

- **Industry analysis**
  Aon Risk Solutions’ Annual Life Sciences Industry Report, covering industry-specific insurance and financial trends, product benchmarking and peer risk management insight
A leader working with leaders
We are a recognized leader in risk management advisory services for Life Sciences companies.
Our clients include:

70% of the AMEX Biotechnology Index
6 of the 10 largest pharma companies
9 of the 10 largest biotech companies
4 of the 10 largest medical device companies
4 of the 6 largest clinical research organizations

A major presence in the market
Our presence in specialized Life Sciences products includes:

• Management of more than USD 350 million in annual Clinical Trials and Product Liability premiums and more than USD 100 million in Life Sciences D&O premiums, backed by USD 78 billion in premium managed globally, across industries.
• An unwavering commitment to the highest levels of service and innovation for our clients.

Effectively managing risk for the most complex Life Sciences companies in the world requires a service and product offering unparalleled in the industry and is dependent upon ongoing product innovation. Aon Risk Solutions’ Life Sciences Practice offering includes the following products and services:

• Insurance Broking – unparalleled product knowledge across all areas of risk in the industry
• Global Clinical Trials Insurance – coordination and placement
• Captive Insurance – Management and Services
• Risk Quantification and Modeling
• Enterprise Risk Management
• Business Continuity Management
• Supply Chain Management
• Business Interruption Valuation
• Property Engineering and Risk Control
• Crisis Management and Communication
• Reputational Risk Management and Brand Restoration
• Claims Response Planning
• Product Recall Assessment
• Human Capital Management

An Unparalleled Offering of Products and Client Services

Our expertise, your resource – across the industry and around the world
Aon Risk Solutions’ Life Sciences Practice serves more than 600 organizations worldwide, ranging from early-stage research and development units up to large pharmaceutical companies. Backed by the resources of more than 61,000 professionals in 120 countries, we can apply our collective experience and expertise to the specific challenges of individual clients such as:

• Pharmaceutical manufacturers
• Generic and OTC pharmaceutical companies
• Biotechnology and biopharmaceutical companies
• Genomic and proteomic companies
• Drug delivery system companies
• Diagnostic substance companies
• Medical device and equipment manufacturers
• Life Sciences services: Contract Research Organizations, Contract Marketing Organizations and drug distributors

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6 of the 10 largest biotech companies
4 of the 10 largest medical device companies
4 of the 6 largest clinical research organizations
4 of the 6 largest clinical research organizations

70% of the AMEX Biotechnology Index
The Aon Client Promise

The Aon Client Promise is a 10-point program developed to create distinct value based on a deep understanding of each client’s business and risk issues. In addition, a consistent methodology for delivering value and services helps ensure that all of our clients receive industry-leading customized risk advice and brokerage services, regardless of their location, industry or market segment.

Key elements of the Aon Client Promise:

• Global, uniform approach
• Full transparency around how we create and deliver solutions to clients
• Customized Aon Client Promise Plans based on each client’s needs and priorities
• Accountability through the Aon Client Promise Assessment and measurable scorecard via Aon Client Promise Review

Contact Aon Today

Aon professionals can provide your organization with the experience, tools and deep industry expertise required to maintain a competitive edge in today’s marketplace. Contact the following representatives to learn more about specialized solutions from Aon Risk Solutions’ Life Sciences Practice.

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