Providing End-to-End Solutions for Life Sciences Companies

Life Sciences Practice

Aon Risk Solutions
Life Sciences Practice

Risk. Reinsurance. Human Resources.
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.
The Life Cycle Risk Continuum

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

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<th>Risk</th>
<th>Discovery/Preclinical</th>
<th>Clinical Phase 1</th>
<th>Clinical Phase 2 and 3</th>
<th>Regulatory Approval/ Launch Preparation</th>
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<td>U.S. Clinical Trials</td>
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<td>Environmental</td>
<td>Environmental/ Pollution Liability</td>
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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
- Aon Global Client Network—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 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:

**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**
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 400 organizations worldwide, ranging from early-stage research and development units up to large pharmaceutical companies. Backed by the resources of more than 69,000 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
A leader working with leaders

We are a recognized leader in risk management advisory services for Life Sciences companies. Our clients include:

- 50% of the NYSE Arca Biotech Index
- 6 of the 10 largest pharma companies
- 8 of the 10 largest biotech companies
- 5 of the 10 largest medical device companies
- 4 of the 6 largest clinical research organizations
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**
- **Health and Benefits**
Aon Client Promise Framework—Our Commitment to You

The Aon Client Promise framework includes the five pillars of our promise, a comprehensive training curriculum, and a robust methodology for ensuring a consistent client experience.

**Aon Client Promise**
Comprised of five pillars—partnership, expertise, innovation, excellence, and results—the Aon Client Promise articulates the commitment we make to our clients.

**Aon Client Promise Academy**
The Academy offers unique learning experiences focused on listening for and responding to client needs, building knowledge of the full breadth of Aon capabilities, and understanding the pillars of the Aon Client Promise.

**Aon Client Promise Methodology**

**Discover**
We will collaborate to understand both your near- and long-term business priorities, how we can add value to your organization, and help you respond to changing market dynamics.

**Develop**
We will jointly author a plan to define how we will work together during the year, outline our commitments to you, and define how we will measure our success.

**Deliver**
We will follow through on our plan, executing with excellence and tracking outcomes.

**Review**
We will seek your input on how we are doing both through informal feedback sessions and annual surveys.
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.

Jim Walters
Managing Director
Aon Risk Solutions Life Science Practice
+1.215. 255.1795
james.walters@aon.com

Edwin Albers
Director
Aon Risk Solutions Life Science Practice
+1.503.306.2866
edwin.albers@aon.com

About Aon Life Sciences Group

The Aon Life Sciences Group has been assisting life sciences companies with securing international clinical trials insurance for over 30 years. We have the largest equity-owned global network in the world, housing clinical trials specialists who provide our life sciences clients with industry-leading expertise and accountability. Our experts constantly review country-by-country clinical trials regulations in order to provide our clients with industry-leading risk management advisory and brokerage services.
About Aon
Aon plc (NYSE:AON) is a leading global provider of risk management, insurance brokerage and reinsurance brokerage, and human resources solutions and outsourcing services. Through its more than 69,000 colleagues worldwide, Aon unites to empower results for clients in over 120 countries via innovative risk and people solutions. For further information on our capabilities and to learn how we empower results for clients, please visit:

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