



US MANUFACTURING & AUTOMOTIVE PRACTICE

# Marsh's Autonomous Mobility Insurance Facility

The world is on the cusp of a seismic shift in both personal and commercial mobility. The convergence of autonomous vehicles — which can offer safety, convenience, and economy — with shared mobility platforms will accelerate their adoption rate more rapidly than many currently anticipate, especially in dense urban areas. Yet the commercial insurance marketplace has struggled to meet the needs of autonomous vehicle users, including companies that must secure insurance coverage in order to meet regulatory requirements.

Marsh can now offer dedicated excess casualty capacity to companies testing autonomous vehicles in the US. With \$4 million in capacity and coverage written on Marsh's proprietary XSellence form, businesses can secure robust, competitively priced coverage to help them capitalize on the autonomous vehicle revolution.

## Barriers to Entry

Over the next decade, drivers will continue to cede navigational control of vehicles

to on-board computers, while individual vehicle ownership will continue to fall. These two factors will mark a profound change in mobility and logistics that will extend far beyond the automotive and transportation industries.

Not surprisingly, regulators are watching closely. California, Connecticut, Nevada, New York, and Tennessee all require \$5 million in automobile liability insurance coverage in order for companies to test autonomous vehicles. These companies, however, have struggled to find such coverage at competitive prices.

## WHO IT'S FOR

Companies seeking excess casualty coverage for autonomous vehicle testing, including:

- Transportation industry companies.
- Ride-sharing companies.
- Technology companies developing autonomous vehicle applications.
- Public transportation operators.
- Other operators of passenger or commercial fleets.

## WHAT YOU GET

- Up to \$1 million, backed by a leading US insurer, and \$4 million in exclusive excess capacity to meet regulatory requirements for autonomous vehicle testing.
- Competitively priced, scalable coverage.
- An online application process that enables quoting and binding of coverage in as little as 48 hours.
- Greater confidence that excess coverage will respond as expected when needed.

Commercial insurers have been slow to provide a solution to address the needs for many autonomous fleet owners and operators — a barrier to entry for many companies interested in using autonomous vehicles, especially small and midsize ones.

## Superior Coverage and Capacity

Marsh has developed an exclusive autonomous mobility insurance facility through which companies can secure coverage to enable testing of autonomous vehicles in the US. The facility offers Marsh clients dedicated first-dollar liability and physical damage primary auto liability coverage of up to \$1 million, backed by a leading US insurer, and \$4 million in exclusive excess capacity. Excess coverage is placed on Marsh's XSellence form, which offers clear, consistent coverage and contract certainty for policyholders.

The facility also offers:

- Highly competitive pricing.
- Scalable coverage for testing up to Level 5 autonomy.
- A convenient online application process.
- Expedited quoting and binding, potentially within 48 hours.

For more information on Marsh's autonomous vehicle insurance facility, contact your Marsh representative or:

DAVE CARLSON  
US Manufacturing & Automotive  
Practice Leader Marsh USA  
+1 216 937 1361  
david.t.carlson@marsh.com

CALVIN KWAN  
Senior Vice President  
Marsh  
+1 415 743 8440  
calvin.kwan@marsh.com

## Innovative Coverage

Using Marsh's longstanding and deep claims advocacy experience and global presence, the Marsh XSellence form is intended to mitigate ambiguities in excess follow form policies by eliminating gaps and conflicting terms and conditions. The form is crafted to protect an insured's right to recover from its excess insurers, and is designed with an eye toward minimizing the difficulties that inconsistent terms among layers can produce, including legal defenses and coverage denials. The net result is increased confidence that excess policies will respond as expected in the event of a sizable loss.

## WHY MARSH?

With deep experience in serving autonomous vehicle users and testers and the broader automotive and transportation industries, we understand your business and critical risks like no other broker. And from our proprietary Marsh XSellence and IO+ excess casualty forms to analytics tools and more, our specialized casualty colleagues deliver the industry's most competitive and innovative solutions to address our clients' unique needs.

Marsh is one of the Marsh & McLennan Companies, together with Guy Carpenter, Mercer, and Oliver Wyman.

This document and any recommendations, analysis, or advice provided by Marsh (collectively, the "Marsh Analysis") are not intended to be taken as advice regarding any individual situation and should not be relied upon as such. The information contained herein is based on sources we believe reliable, but we make no representation or warranty as to its accuracy. Marsh shall have no obligation to update the Marsh Analysis and shall have no liability to you or any other party arising out of this publication or any matter contained herein. Any statements concerning actuarial, tax, accounting, or legal matters are based solely on our experience as insurance brokers and risk consultants and are not to be relied upon as actuarial, tax, accounting, or legal advice, for which you should consult your own professional advisors. Any modeling, analytics, or projections are subject to inherent uncertainty, and the Marsh Analysis could be materially affected if any underlying assumptions, conditions, information, or factors are inaccurate or incomplete or should change. Marsh makes no representation or warranty concerning the application of policy wording or the financial condition or solvency of insurers or reinsurers. Marsh makes no assurances regarding the availability, cost, or terms of insurance coverage. Although Marsh may provide advice and recommendations, all decisions regarding the amount, type or terms of coverage are the ultimate responsibility of the insurance purchaser, who must decide on the specific coverage that is appropriate to its particular circumstances and financial position.