

# LIFE SCIENCES

## EXPERIENCE

An industry as influential and demanding as yours requires unique and failsafe insurance solutions. Marsh & McLennan Agency's (MMA) Life Science Practice has significant expertise in structuring nationally-recognized insurance and risk management services for clients in the pharmaceutical, medical device and biotechnology industries. Leveraging our knowledge, experience and global resources, MMA brings customized strategies for all phases of business development from emerging growth through commercialization. Further, by understanding our client's individual business opportunities and threats, we deliver smart insurance solutions that allow businesses to thrive in the marketplace.

## INDUSTRY KNOWLEDGE

MMA provides strategic advice and solutions for organizations in:

- Diagnostics
- Medical Devices
- Drug Development
- Products and Instrumentation
- Contract Manufacturing
- Laboratories
- Pharmaceuticals
- Ag Biotech

## SERVICES

- Global clinical trials placement
- Supply chain risk management
- Preparation for product launch
- Product liability benchmarking and claims advocacy
- Business interruption assessment
- Directors and officers expertise for private, pre-public and public companies
- Local and national benchmark data
- Actuarial services and data analytic tools
- ACA compliance support and strategy development
- Technology and exchange solutions



## LIFE SCIENCES

## SCOPE

Our goal is to be the premier business partner for companies through all stages of the company life cycle from research and development through product launch and manufacturing. In addition, our team helps life science companies position for that next step, whether that be an acquisition, divestiture, licensing of technology, or continued growth.

Our Life Science Practice comprises over 700 colleagues and more than 1,000 client companies worldwide.

The role of this practice includes:

- Global knowledge sharing forum
- Intellectual capital through peer group benchmarking
- Negotiating leverage with premier Life Science insurance companies
- Access to expertise within Marsh & McLennan Companies

## ASSOCIATIONS & ALLIANCES

- SCBIO
- NC Biotechnology Center
- Southeastern Medical Device Association
- BIOCOM
- Bio Florida
- California Life Sciences Association



**MARSH & McLENNAN**  
**AGENCY**

RISK MANAGEMENT

EMPLOYEE BENEFITS

SURETY BONDING

PRIVATE CLIENT

## EXPERTISE FOR EVERY SPECIALIZATION.

As the Marsh & McLennan Agency [MMA] network grows with more local agency partners, we continue to increase our industry specific expertise. The ever-changing insurance landscape comes with new risks and challenges including stricter regulations and heavier penalties. Without up-to-date advice and the right coverage, these new challenges can have a drastic effect on your bottom line.

Our promise is to connect you with our team of professionals who have specific industry expertise. They understand your unique business needs and can offer innovative ways to cut costs as well as ensure your business is regulatory compliant. Our consultants monitor and analyze the implications of impending new laws and work with you to protect your business and its future. See our list of specialty industries below and discover a new level of knowledge and expertise today.

### INDUSTRY EXPERTISE



CONSTRUCTION



FINANCIAL INSTITUTIONS



HEALTH CARE/  
SENIOR LIVING



MANUFACTURING



REAL ESTATE



EDUCATION



ENERGY



TRANSPORTATION



TECHNOLOGY



LIFE SCIENCES



ENVIRONMENTAL



HOSPITALITY



SOCIAL SERVICE/  
NON-PROFIT



AUTOMOTIVE

### VALUE ADDED SPECIALTIES



CLAIMS ADVOCACY



EXECUTIVE  
& PROFESSIONAL



HR CONSULTING



RISK CONTROL



SEMINARS



HEALTH/  
WELL-BEING



SMALL BUSINESS



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