

## BIBA Business Plan Policy

**BIBA Business Plan** is a comprehensive and easy to understand commercial package developed by TUCL in partnership with both BIBA and AXA Insurance UK plc.

**Exclusively available via BIBA members,** the product is aimed at businesses in the manufacturing, wholesaling & service industries, who;

- are premises-based, with no more than 20% work away
- have been established for at least 3 years
- have a good claims history
- trade from single-tenure premises of non-combustible construction
- have an annual turnover of less than £5,000,000

**Easy-to-sell, the BIBA Business Plan** policy provides a wide range of cover and features;

- an 'umbrella' sum insured basis – removing the need for most mid-term adjustments
- free of declarations conditions
- free of Material Damage excess, other than for subsidence
- Personal Accident & Legal Expenses included as standard
- a full range of cover enhancements and optional extensions
- standard commission 17.5% (5% EL) with attractive volume overrides available
- minimum premium £1,500

A summary of the policy cover is provided inside.

# Key Features and Benefits

Using the BIBA Business Plan policy for your clients cover can:

<b>reduce your administration costs</b>	<p>Once the initial values have been declared, cover applies up to the standard sum insured limits without any need for mid-term increases, provided the turnover does not increase by more than 50%.</p> <hr/> <p>There are no requirements for collection of traditional year-end declarations.</p> <hr/> <p>A comprehensive suite of broker documentation is available including;</p> <ul style="list-style-type: none"> <li>■ BIBA Business Plan presentation template</li> <li>■ Comprehensive quotation document detailing all relevant terms and conditions - including a client presentation version, if required.</li> </ul>
<b>increase your commission income</b>	<p>Standard commission under the BIBA Business Plan policy is 17.5% (EL Section 5%).</p> <p>Additional commission overrides are available as part of a joint account development plan with TUCL.</p>
<b>simplify the claims handling process</b>	<p>Other than the optional Subsidence extension, there are no excesses under the Property sections of the BIBA Business Plan policy. A £250 franchise applies to all losses - any accepted claim over £250 is paid in full without deduction. An excess of £250 does apply to liability claims for damage to third party property.</p>
<b>help you retain your commercial clients</b>	<p>A 'no claims bonus' scale applies at each renewal, exclusive to the BIBA Business Plan policy;</p> <ul style="list-style-type: none"> <li>■ one year claim free = 5% discount</li> <li>■ two years claim free = 10% discount</li> <li>■ three years claim free = 15% discount</li> </ul>
<b>enable you to win new business</b>	<p>The BIBA Business Plan policy is exclusive to BIBA members. Individual quotations can be provided on an exclusive basis, if required.</p>

This is a brief summary of the cover provided by the BIBA Business Plan contract. Refer to a policy wording for full details of the policy terms, conditions & exceptions.

BIBA Business Plan policy cover	Included	Optional
<b>Material Damage</b>		
Contents - standard sum insured	£2,000,000	
Buildings - standard sum insured		£3,000,000
Accidental Loss or Damage including Sprinkler Leakage & Theft by forcible and violent means	Y	
Full theft cover (subject to £750 excess)	£10,000	
Subsidence (subject to £1,000 excess)		Y
Accidental Damage to Glass	Unlimited	
Exhibition cover - up to 15 consecutive days	£50,000	
Loss of metered water	£5,000	
Replacement of locks & keys	£1,000	
<b>Money</b>		
Standard limit	£5,000	
In safe outside business hours	£1,500	
Non-negotiable money & crossed cheques	Unlimited	
Personal Accident/Assault	£25,000 / £100	
<b>Goods in Transit</b>		
Own goods in own/hauliers vehicles		Up to £15,000
<b>Business Interruption</b>		
Gross Profit - standard sum insured	£2,000,000 (12 months)	
Gross Profit - increased sum insured		£3,000,000 (24 months)
Computer breakdown - increased costs of working	£25,000	
Computer breakdown - reinstatement of data costs	£10,000	
Extensions for Denial of Access, Murder, Suicide & Disease	Y	
Extensions for Public Utilities including terminal ends	£100,000 (12 hour franchise)	
Bomb Hoax	£25,000	
Essential Employees extension including lottery/pools win	Y	
Unspecified Customers & Suppliers	£100,000	
Book Debts/Accounts Receivable	£25,000	
<b>Liability</b>		
Public/Products Liability limit	£2,500,000	
Employers Liability limit	£10,000,000	
Wrongful Arrest cover	£25,000	
<b>Personal Accident</b>		
Death of a principal/director of the business	£10,000	
Other Capital Benefits in respect of a principal/director	£5,000	
<b>Legal Expenses (underwritten by DAS)</b>		
Legal Defence, Tax Protection, Employment Protection and Bodily Injury	£100,000	
24/7 free legal helplines	Y	

Subject to the general qualifying criteria (shown on the front page), the following table is intended to provide some examples of the type of risks we are able to accommodate under **BIBA Business Plan**.

Other Towergate products may be suitable for risks falling outside the eligibility parameters for **BIBA Business Plan**, so please feel free to call to discuss any individual risks as required.

## We can write;

Printing trades

Electrical goods assembly or wholesale

Computer assembly or wholesale

Metal goods or machinery manufacture

Metal goods or machinery wholesale

Plastic injection moulding / extrusion

Wooden goods manufacture

Clothing / textile goods manufacture

Clothing / textile goods wholesale

Electronic component manufacture

Potteries

Window manufacture

## But we can't write;

Warehouse risks with high-pile (5m+) storage

Multi-tenure properties

Old mill-type properties

Rubber manufacturing / wholesaling

Waste disposal / processing trades

Medical / safety products or equipment

Contracting trades or extensive work away

North American exports in excess of 10% of turnover

Employers' Liability cover for heavy manufacturing industries

New ventures

**Contact** For further information, please contact TUCL on **0870 366 9561**

**Quotes** **By fax** Please complete the the **BIBA Business Plan** quotation form, or fax your own submission to TUCL on **0870 366 9562**

**By e-mail** You can e-mail your presentation to [TUCL@towergate.co.uk](mailto:TUCL@towergate.co.uk)

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If you don't hold a live TUCL agency, please ensure that you have received confirmation of a provisional agency before submitting enquiries.

 **towergate**  
underwriting  
commercial lines