



## HSB TechAdvantage™

The **one** equipment breakdown policy with **two** covered causes of loss

### Risk Solutions

#### Hartford Steam Boiler

One State Street  
P.O. Box 5024  
Hartford, CT 06102-5024  
Tel: (800) 472-1866  
www.hsb.com

January 2017

What makes **HSB TechAdvantage™** so unique among equipment breakdown policies available today? Not only does it provide the important equipment breakdown protections businesses need, but it also adds a whole new cause of loss for “electronic circuitry impairment” or ECI.

Best of all, this additional coverage is included right in the policy — no endorsements, changes or separate forms to complete. It’s like two coverages in one — and just one more way HSB continues to set new standards and push the envelope in equipment breakdown insurance offerings.

### Equipment breakdown overview

Every business depends on electricity or some type of equipment, and every single one faces a business risk if that equipment breaks down unexpectedly. The core of **HSB TechAdvantage™** is a robust equipment breakdown policy that:

- Covers physical and financial damage resulting from equipment breakdown for a wide range of commercial equipment, including electrical, mechanical, HVAC, boilers and electronics.
- Includes losses caused by mechanical breakdown, electrical arcing, artificially generated electrical current, centrifugal force, boiler and pressure vessel bursting, cracking, or splitting.
- Pays for direct property loss, lost business income and costs for temporary replacement equipment, other expenses incurred to limit the loss or speed recovery of operations, loss value of spoiled products or materials caused by a covered breakdown.

### Plus microelectronics protection for today’s equipment

Almost all modern equipment relies on some type of microelectronics, and that makes ECI coverage essential to protecting against breakdown loss. These components are so tiny — 6 million transistors would fit in the period at the end of this sentence — that it can be difficult to see if they’re damaged and therefore covered. **HSB TechAdvantage™** adds a second cause of loss when physical damage is not easily detectable. Coverage is triggered when covered equipment suddenly stops functioning and replacing that equipment or a part containing electronic circuitry restores functionality.



Hartford Steam Boiler

Claims can be paid much faster and owners can get back to business much quicker. **HSB TechAdvantage™ is the only policy in the industry with ECI.** This innovative coverage is not just best-in-class, it's only-one-in-class protection.

Want to see how ECI can extend equipment breakdown protections for real customers? Take a look at these actual recent claim examples and see how equipment breakdown with ECI coverage meant claims could be paid quickly, and equipment owners could get back to business sooner.

<b>All covered by HSB TechAdvantage™</b>	
<b>Standard equipment breakdown-paid claims (still covered)</b>	<b>Electronic Circuitry Impairment-paid claims (only covered by HSB TechAdvantage™)</b>
<p><b>Failing old boiler shuts down apartments</b> A low water condition led to a cast iron boiler breakdown in a 23-unit apartment building in the middle of winter. Parts were no longer available for the old boiler, so a replacement was needed. The total paid claim was almost \$29,000, which included \$9,000 for temporary heating and just under \$20,000 to replace the failed boiler with a newer, more efficient unit.</p>	<p><b>Boiler's electrical component stops working</b> The heating boiler at a library stopped working, but repair technicians found no obvious physical damage. When the flame safeguard control unit was replaced, the boiler was restored to full function. Since the source of the breakdown was obvious, there was no need for slow or expensive tests to diagnose the issue. ECI coverage meant the claim was paid faster and the boiler put back in service sooner. <b>Total Paid Loss: \$2,413</b></p>
<p><b>Power surge halts dry cleaner</b> The busy dry cleaner was on the spot. Clean clothes were piling up but couldn't be ironed because a power surge shorted out the computer controls for three pressing machines. Instead, the clothes were sent out to other cleaners. HSB paid \$8,813 to outsource the ironing of the laundry and another \$35,520 to repair the damaged cuff press and replace the damaged sleeve and shirt presses.</p>	<p><b>Manufacturing machine suddenly stops</b> A pick-and-place machine — used in assembling circuit boards — stopped operating after it was shut down over a weekend. Troubleshooters narrowed the issue to a vision unit assembly. The device contained electronic circuitry, that showed no sign of physical damage. It was replaced with a new circuit board and began to function correctly. ECI coverage meant a quicker replacement and coverage for the microelectronics that were not working. <b>Total Paid Loss: \$6,527</b></p>
<p><b>Error sidelines metalworking machine</b> Operator error caused a computerized numerical control (CNC) lathe to break down and damage the spindle and drums. The machine used in metal working was idle for several days. HSB paid \$26,135 to repair the damage to the machine and \$10,000 in lost business income.</p>	<p><b>Commercial printer out of service</b> A printing press at a commercial printing facility unexpectedly shut down. Technicians traced the problem to a Programmable Logic Controller (PLC), a device that monitors and controls the operation of the printing press. The PLC showed no signs of physical damage, and was not responsive to the reloading of software/data. Once it was replaced and reprogrammed, the printing press returned to normal function. That was enough to trigger the ECI claim, and get it paid quickly. <b>Total Paid Loss: \$5,342</b></p>

### Offer it to your clients now

Discover the difference that **HSB TechAdvantage™** can make for your clients. Contact your HSB representative today to learn how you can offer the industry's only ECI cause of loss, as well as other great included features such as cloud service interruption, data restoration, mobile equipment coverage, public relations assistance and more.

**NOT IF, BUT HOW**