



7 Ways Companies Overpay  
Focus On Africa  
20 Places Not To Get Ill  
Industry Insight: Mining  
Duty of Care

# From the Editor

Global insurance for employees, assets and business protection can be incredibly complex. It's easy to get it wrong, which can result in companies paying way over the odds, or failing to provide proper protection.

**IN** from Bellwood Prestbury, the global insurance specialists, aims to share some of the international insurance insights that can help you to get it right.

In this issue, we look at how companies typically overpay, how to manage international insurance and highlight new standards on Duty of Care. We have an Industry Insight on mining and focus on the unique challenges that business in Africa can bring. Our world map of the 20 Places Not To Get Ill is also quite revealing.

I hope you find this spotlight on the world of global insurance interesting. Please do get in touch if there is anything you would like to explore in more depth.

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# 7 Ways Companies Overpay

Are you getting best value from your global insurance?



strategies and frequently merge or acquire one another, all of which can affect the competitiveness of your deal.

Renewals are also based on the details from the previous year, but small changes to people, assets or liabilities can make a big difference to overall premiums.

Perhaps you have withdrawn equipment from East Africa? You may no longer have people in costly territories like the US or Hong Kong. Reviewing these details at the same time you shop around can be a rewarding exercise.

### 3. Taking standard cover instead of bespoke

All of the big insurance companies reinsure their risk with underwriting markets, the most famous of which is Lloyd's of London.

In certain cases, it can pay to take your insurance direct to a Lloyd's Syndicate and create bespoke coverage to suit your exact needs. This can save money by making sure that you only pay for the precise level of cover you need. It can also ensure that global companies operating in high-risk markets or high-risk occupations can get the right level of cover without exclusions that compromise the quality of protection in those territories.

### 4. Paying for US elective cover

A decade ago, there was a demand to include the option for elective treatment in the USA – particularly for senior US executives working abroad. The US had the best quality care and it showed that you were serious about looking after your expatriate workforce.

### 5. Cherry-picking maternity cover

It may sound counter-intuitive, but expanding maternity cover across numerous employees rather than focussing on your relevant female workers may actually reduce premiums. That's because the likelihood of medical treatment across a wider population presents a much-reduced risk.

This is just one example of numerous ways that an inside knowledge of the actuarial process can help to reduce premiums for comparable cover.

### 6. Paying for cover that's not needed

Are you paying for US medical cover, which is generally twice the cost of the rest of the world, when you only have a handful of people there? Are you paying for medical evacuation cover when most of your people are in offices in cities like Paris, Dubai or Singapore? Once again, the smallest details affect your bottom line.

### 7. Being mean about the excess

Who wouldn't mind paying the first \$50 on a claim? Agreeing to increase the excess on each claim by \$50 can reduce overall premiums by 5%. That could be a saving of up to \$25,000 a year for larger companies.

#### IN OUR EXPERIENCE

An international oil and gas company organised insurance through their regional offices. An employee moving from Canada to Angola discovered he would have less protection in Angola, when he felt he needed more. By switching from regionally arranged IPMI to a single global scheme, the company was able to access a higher level of homogenous benefits, and save US\$60k per annum in premiums.

**Global insurance is fiendishly complex and the devil really is in the detail. Here are seven ways that corporates of all sizes inadvertently overpay for global cover.**

#### 1. Regional cover for a global operator

It's amazing how many companies who operate on a global footprint still organise their insurance cover on a regional or local basis.

There are lots of reasons why this might be the case: the way a company has grown; the perceived complications of local cover; different HR responsibilities. Whatever the reason it's usually a costly decision. And it can cause problems with employees too. Global medical insurance with more lives covered and a risk spread across numerous

territories can save significant sums on premiums. It will also ensure that all of your people enjoy the same level of protection, no matter where they are deployed.

#### 2. Failing to regularly review

Given the complexity of global insurance cover, companies tend to stick with the same insurance provider for many years. This can be a costly strategy.

Just like your car insurance at home, the best rates are not always reserved for loyal customers. Global insurance providers change priorities, alter their desired risk

*Procedures can cost up to half what they might in a US medical facility*

Today, whilst the quality of care in the US is still of the highest standard, you will find equally impressive facilities in Bangkok, Dubai, London and strategic centres around the world. Procedures can cost up to half what they might in a US medical facility, saving significant premiums and in many cases, providing more convenient treatment closer to the employees current home and family.

# “Don't Call It Renewal. Call It Review.”

By talking about renewals, global insurance clients tend to focus on a single provider and a single date. Peter Bellwood, independent international insurance expert, argues that renewal should be a process that goes on all year.

“For many companies, particularly smaller ones, international insurance is just one small (although potentially expensive) part of doing business.

That means that it probably doesn't get the attention it deserves and typically only becomes a focus around renewal time.

### That's a mistake for three reasons.

Firstly, few organisations operating on an international basis are static. People change. Business assets are acquired or moved. Business liabilities and associated risks fluctuate. Policies should be monitored all year round to ensure the right protection is in place and premiums reflect what matters to the business.

Secondly, global insurers are flexible, but only if you ask. Very few expect clients to accept a standard package. And if changes do occur during the year, there is always room to renegotiate premiums, either as a rebate on the current year or as a discount on renewal. This is much easier to manage if you keep up a regular dialogue throughout the year.

Thirdly, claims history has a significant impact on the subsequent year's premium. If your business is likely to have a high volume of claims, it's important to keep tabs on that over the year and be aware if another policy or different provider might be better placed to provide more competitive terms.

We always say: Don't call it renewal, call it a review. And we make that review an annual process.

The most important thing to remember is that it takes time to negotiate a better deal, whether that's with an existing supplier or an alternative provider. If you leave negotiations until the last minute, everyone knows you have to get cover in place – which is not a strong position to start from.”



**Peter Bellwood** is Managing Director of independent international insurance specialists, Bellwood Prestbury.

“If your business is likely to have a high volume of claims, it's important to keep tabs on that over the year...”



# Why Is Global Insurance So Complex?



## Act Global. Manage Local. Protect Individual.

Global insurance has to achieve so much for so many different aspects of your business, it's inevitably complex. If you're looking for an easier way to manage it effectively, you may find it simpler to consider the areas of responsibility as three spheres of influence.

### Act Global

Start with the broad brush. You have a certain number of people in specific territories. You have specific assets and equipment. You have business liabilities, reputations and operations that need cover.

This is about protecting your business from a legal, duty of care and business continuity point of view. You might be considered a terrorist target even in a relatively safe Western capital. You might need to consider cyber protection, worldwide. You may need to offer the highest calibre of medical and life cover to attract and retain the best talent.

### Manage Local

Now looking at individual territories, you have another layer of issues to consider. Local regulation or contractual obligations for example, like compulsory Worker's Compensation in the UAE, or Defense Base Act (DBA) cover if you are for working on US Government contracts abroad.

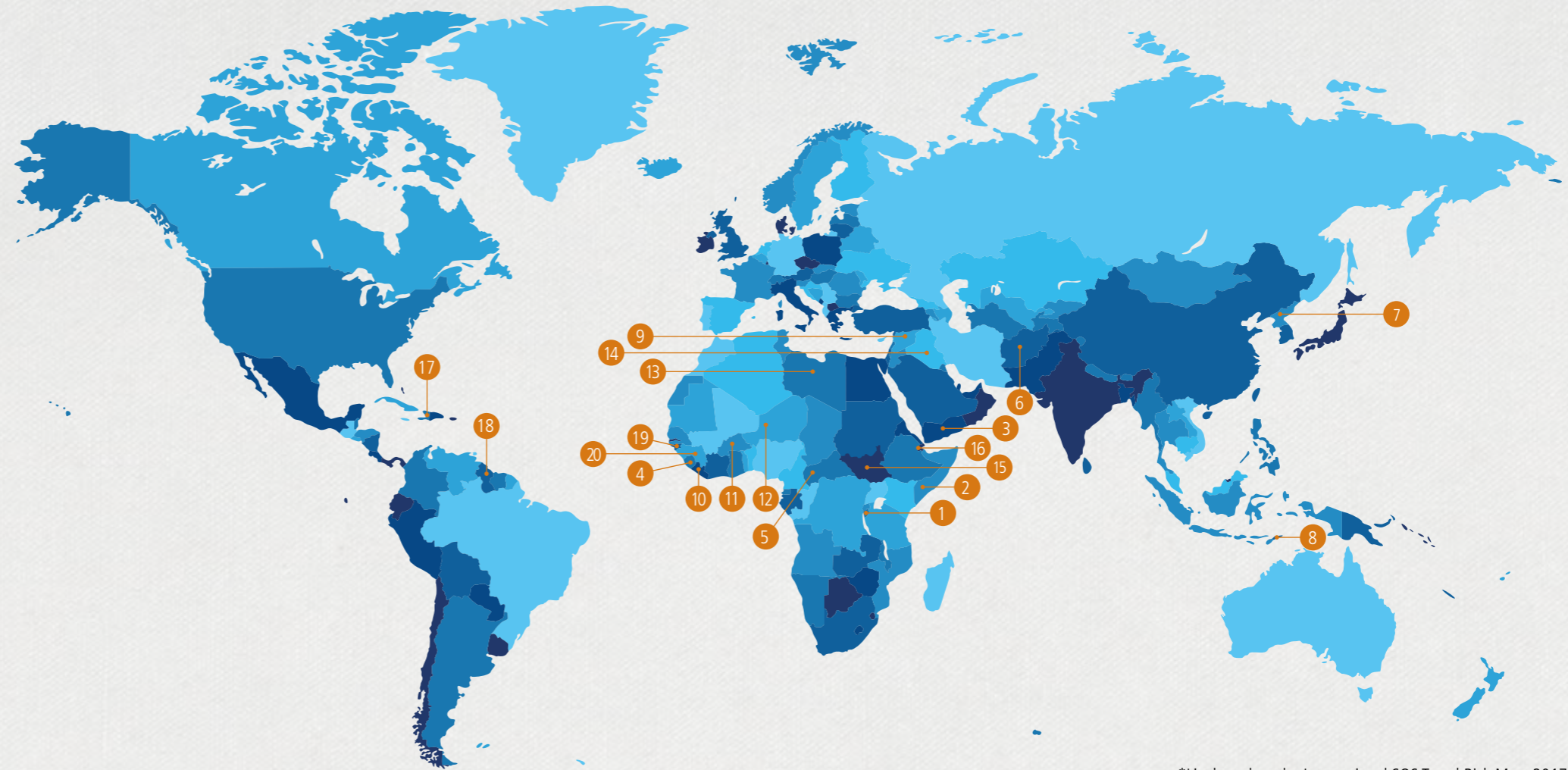
If you're operating in high-risk territories like Afghanistan or Iraq, or in hostile environments like offshore rigs or remote mining locations, you'll need specific cover.

### Protect Individual

Now we have to drill down into the specifics: an individual's medical history; a particularly vulnerable or expensive piece of equipment; a pollution threat in a sensitive environmental area.

When it comes to medical histories, you have choices around pre-existing conditions. You can set rules about lifestyles, families, elective treatment and medical evacuations, or create layers of cover depending on seniority, responsibility or territory. Equipment and assets can benefit from general protection or specific cover for individually listed items. And business reputation can be tailored for specific markets or activities.

# 20 Places Not To Get Ill



\*List based on the International SOS Travel Risk Map, 2017.



**1 Burundi**  
 Poor facilities. No ambulance services. Medicines in short supply. Malaria threat.



**2 Somalia**  
 Limited medical facilities. Medicine shortages. Few physicians. Malaria and Polio risks.



**3 Yemen**  
 Politically unstable. Limited medical facilities. Immediate cash payment required. Serious Tuberculosis threat.



**4 Sierra Leone**  
 No ambulance services. Limited trauma care. Malaria, Tetanus, Yellow Fever, Polio, Meningitis, Typhoid, Hepatitis A and B, Rabies and HIV/AIDS threats.



**5 Central African Republic**  
 Politically unstable. Limited medical facilities and medicines. Malaria, Dengue Fever, Yellow Fever, Meningitis, Typhoid, Hepatitis A and E and Rabies threats.



**6 Afghanistan**  
 Politically unstable. Limited medical facilities and medicines. Malaria, Dengue Fever, Yellow Fever, Meningitis, Typhoid, Hepatitis A and E and Rabies threats.



**7 North Korea**  
 Poor facilities. Outdated practices and equipment. Medicine shortages. Tuberculosis threat.



**8 Timor Leste**  
 Limited medical facilities and care. Limited trauma care. Malaria, Dengue Fever, Hepatitis A and Typhoid threats.



**9 Syria**  
 Politically unstable. Limited medical options outside Damascus.



**10 Liberia**  
 Sub-standard hospitals. Blood unsafe. Urban sanitation poor. Malaria, Typhoid, Yellow Fever threats.



**11 Burkina Faso**  
 Limited hospital care. Medicine shortages. Malaria, Yellow Fever and Tuberculosis threats.



**12 Niger**  
 Limited health services. Poor equipment. Limited medicines. High Malaria risk.



**13 Libya**  
 Politically unstable. Limited medical facilities. Lack of trained physicians.



**14 Iraq**  
 Politically unstable. Limited medical facilities and medicines. Avian flu, Hepatitis A and Typhoid threats.



**15 South Sudan**  
 Politically unstable. Limited medical facilities. Malaria prevalent and Polio re-emerging.



**16 Eritrea**  
 Medical facilities and physicians limited. All private clinics closed. Malaria and Dengue Fever are serious risks.



**17 Haiti**  
 Medical facilities scarce. Community sanitation poor. Risk of Cholera.



**18 Guyana**  
 Sub-standard hospital care. High prevalence of HIV/AIDS, Malaria, Dengue Fever.



**19 Guinea-Bissau**  
 Medical facilities scarce. High prevalence of HIV/AIDS, and Malaria.



**20 Guinea**  
 Poorly equipped hospitals. Medicines in short supply. Malaria and Meningitis threats.

# Who Manages Your Global Insurance?

The CEO's Office? HR? Finance? Export? Sales?  
Who should manage your global insurance?



**For many companies operating in a number of territories, it's not always obvious who is best-placed to manage global insurance.**

In smaller companies, responsibility often sits with the chief executive's office, particularly if it represents a significant cost. But given the pressures of the job, that often means that administration and procurement is handled by a PA who has many other duties.

In medium sized companies, the role typically falls somewhere between HR and Finance.

Many feel that HR is the obvious place for International Private Medical Insurance (IPMI), but that becomes less clear if you need to cover business reputation, liabilities or equipment cover. HR people may be expert in talent recruitment or employment law; few are really expert in global insurance.

Your Finance department obviously has the ability to make sound procurement decisions, but may not have the detailed understanding of the possibilities and strategies that can ultimately provide best value.

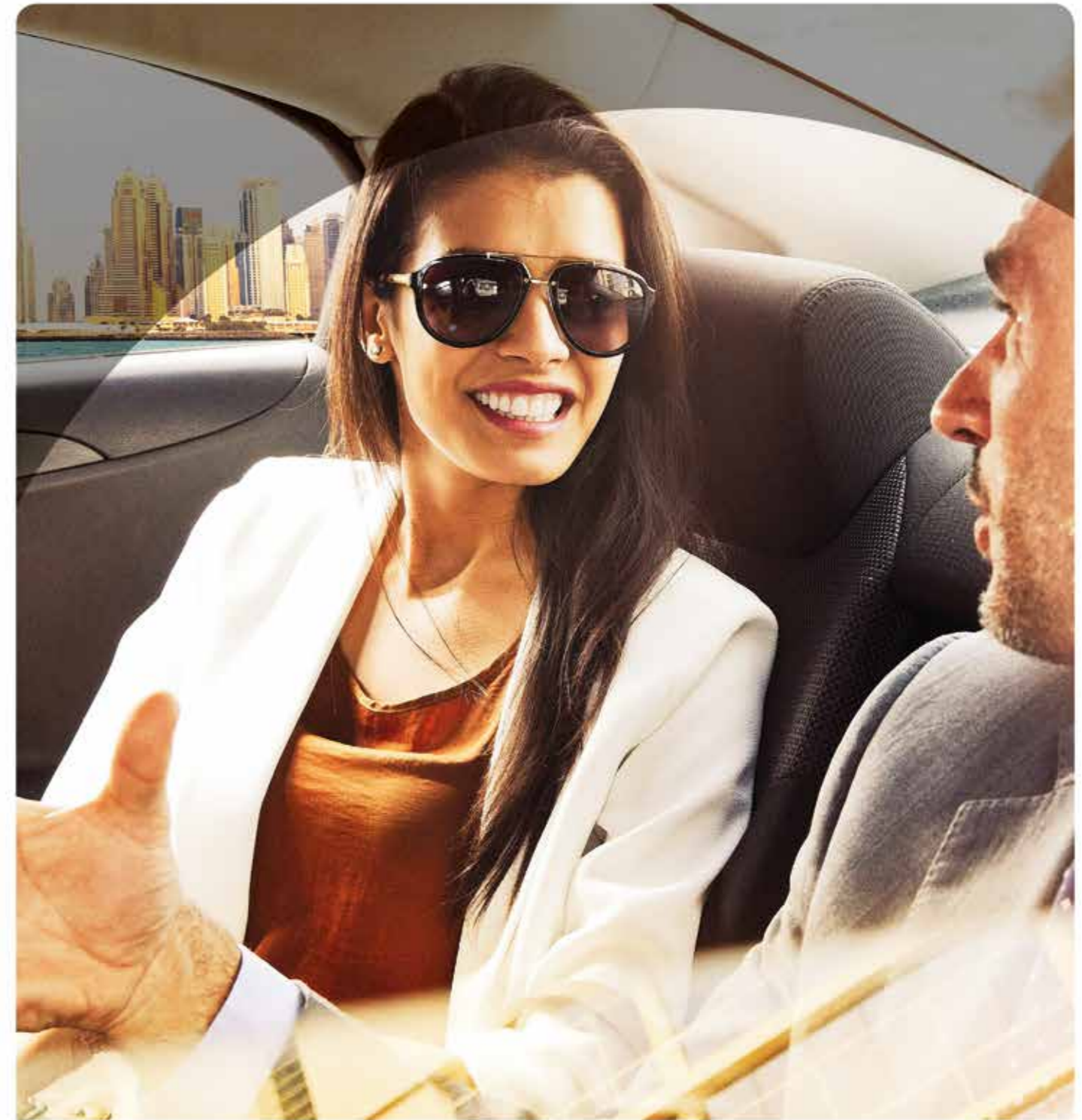
Only larger companies with significant multinational operations can afford to employ global insurance experts. Interestingly, many of these then use independent global insurance brokers to negotiate the best deals, because they appreciate the added value that can be delivered by a market-wide review.

However you organise your global cover, the crucial issue is to give responsibility to a single senior executive with a global overview. That way you can get the best possible standard of cover and take advantage of economies of scale.

## IN OUR EXPERIENCE

*"When helping clients to renegotiate, reorganise and administer global insurance, we find it is the schemes that have historically been part-run by different departments or are managed from multiple countries where we make the most significant savings."*

Rob Thompson  
Customer Services Director, Bellwood Prestbury.



## International experts you can trust

As experienced independent experts, you can trust Bellwood Prestbury to help you set up and manage the right IPMI for individuals or companies, anywhere in the world.

Find out more at  
[bellwoodprestbury.com/ipmi](https://bellwoodprestbury.com/ipmi)



# Focus On: Africa

**In this issue, we focus on Africa and look at the biggest misconceptions when considering how to protect people, assets and liabilities on this vast continent.**

Africa's 30 million square miles is home to around 1.1 billion people speaking 2,000 different languages in over 50 countries. The wealthiest three nations: Nigeria, Egypt and South Africa account for over 50% of the GDP of the continent as a whole; the bottom 10 account for less than 1%.\*

Given this level of disparity between countries, global insurance considerations vary considerably between locations, but there are some broad issues you should be aware of.

**We have our own on-site medical facilities and medical evacuation cover, so we're in a good place, right?**

Wrong. Most companies operating significant plant and operations will have their own on-site medical facilities providing primary care, but that only deals with the initial part of a medical emergency or ongoing health issue. The next step may be to engage your emergency medical evacuation service, but the significant life-saving step that many companies miss out is failing to brief them before an event.

If the evacuation service knows how many people you have, what on-site facilities you have, the nearest helicopter landing sites and the kind of emergencies that they might expect, it can make significant improvements in the care your people can expect.

**Local hospitals are much better now**

Wrong. Unless you are operating in South Africa, where they have genuinely world-class private medical facilities, the healthcare in most African countries falls well below the standards we expect. 10 out of the 20 Places Not to Get Ill on the map on page 10 are in Africa.

**The biggest health threat to my people is tropical diseases**

Wrong. The biggest health threat to expatriates are vehicle accidents, which by their nature, generally take place away from on-site medical facilities. Making your people aware of the dangers and how to avoid driving risks is a smart investment. It can not only help your people to avoid potentially fatal

or serious accidents – it can also satisfy your duty of care and help you to avoid subsequent legal proceedings.

**I can just turn on Kidnap and Ransom insurance when there's a threat**

Wrong. It's hard to know where the threat may be. In its latest report, Control Risks reports kidnap activity in Nigeria, Niger, Mali, Algeria, Burkina Faso and Lebanon. Once again, prevention is key. If your executives work in a high profile global industry or remote areas, a pre-briefing on how to avoid risks and what to do in the first few minutes can avoid traumatic events, captivity and worse.

**Political evacuation can be planned for**

Wrong. It's amazing how fast relatively stable countries can succumb to political unrest. Cote D'Ivoire, Egypt, Burkina Faso and Tunisia have all had outbreaks of sudden political unrest over the last decade, costing companies million of dollars in emergency evacuations and putting significant operations at risk.

**My Business Interruption policy will cover us if we have to get out fast**

Wrong. Business Interruption insurance generally covers the income from a building that is directly affected by political unrest, like a hotel. If you have to shut your regional headquarters building or a mining facility, Business Interruption won't cover lost operating costs unless that has been specifically negotiated.

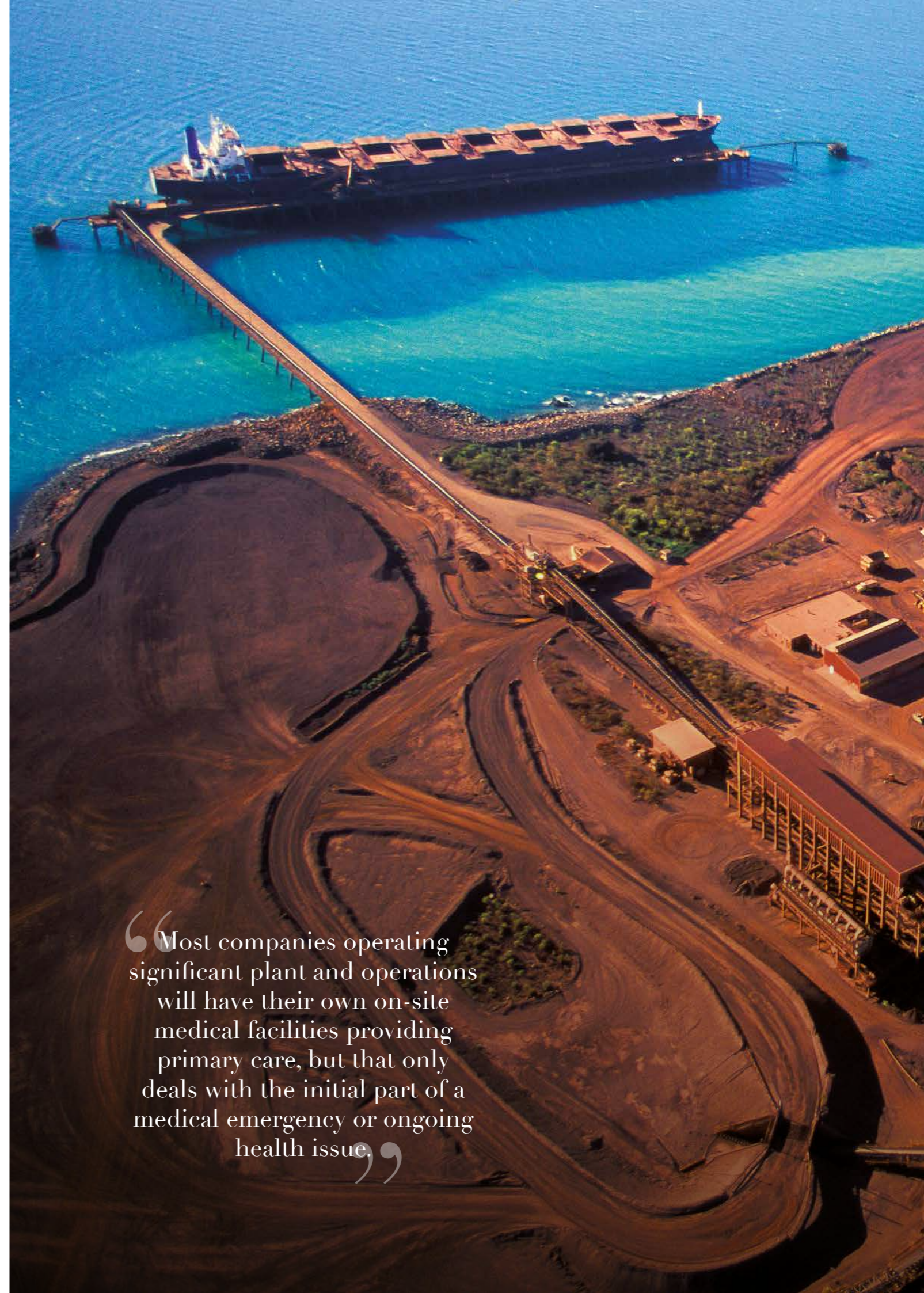
**Equipment Policies are all the same**

Wrong. Some can be implemented with GPS tracking devices on the ground to significantly reduce premiums.

**There are so few cover options that I have to take what I can find**

Wrong. It's true that the higher the risk, the less mainstream options, but that doesn't mean you don't have choice. Larger providers will usually negotiate tailored cover terms if you know what to ask for. And there is usually the option to go for a bespoke policy through a Lloyd's Syndicate if the cover required is significant enough.

\*Based on GDP per capita, 2015.



“Most companies operating significant plant and operations will have their own on-site medical facilities providing primary care, but that only deals with the initial part of a medical emergency or ongoing health issue.”

*“The failure of spouse or family to adjust to their new foreign surroundings is the number one reason for expatriate failure.”*

## Make Sure The Kids Are Alright

**Posting employees overseas is an expensive, time-consuming and potentially risky business. And the biggest risk of all? Family.**

Years ago, the majority of expatriate managers left children in boarding schools at home. Nowadays, the pendulum has swung the other way, and most prefer to have their family living with them.

For a family, moving to a new country can be an adventure, one that gives the children a cultural adeptness and even another language and gives spouses the chance to explore a new way of life.

On the other hand, a foreign posting can be a disaster. Whatever strains already exist can be exacerbated by a move away from family, friends and the educational and cultural knowledge of home.

And then there is health to consider. Many of the big job opportunities are in emerging markets, where crime can be high, infectious diseases common and the air impure. While expatriate parents may be prepared to make compromises, child safety is understandably not one of them.

Many companies look simply at how good the candidate has been at home, assuming the same qualities can be transferred elsewhere. Others look at language abilities and the likelihood of making the cultural adjustment.

While an increasing number of companies offer assistance to the rest of the family, cultural fit and risk factors for spouses and children are seldom part of an organised process.

The failure of spouse or family to adjust to their new foreign surroundings is the number one reason for expatriate failure. These failures are expensive for the company and can damage the career and family life of the executive involved.

### **So what can you do to minimise the risks of a failed posting?**

Firstly, part of the application process should include a briefing for spouses and children. And this should be a two-way process, as much about the company assessing the risk, as giving the family the opportunity to make the right decision.

Potential expats should be given social media connections with others in-country to get a real sense of what life might be like.

On arrival, an induction process for spouses and children is just as important as it is for the executive. Not just an introduction to the local expat club. A genuine introduction to life.

Perhaps the most important aspect is regular contact and review between the company and the dependants. Early jitters are common. Left unaddressed these can quickly migrate into conflict and failure. Skilfully facilitated, family harmony can quickly be restored.

## Expat Q&A

We highlight some of the questions expats most often ask.

### Will travel insurance be enough for me?

For short trips, travel insurance is usually fine but if you are intending to be abroad for more than three months then buying private medical insurance is usually the best option.

### What happens if I move around a lot for work? Can I go anywhere?

Most international medical insurance policies allow you to move from one country to another without too much difficulty. However, there are a few exceptions such as the USA, parts of the Middle East and few other countries where very specific coverage is needed in order to meet local regulatory requirements.

### Can you get policies that cross borders?

Cross border cover is fairly common place and many policies include an element of 'out of area cover' too, but cost can vary enormously depending upon which part of the world you are going to be living in. For example, the cost of private medical insurance in the USA can be double the cost of a comparable policy in Europe.

### If I am in one place, then can I just buy local cover?

Most local policies are just that 'local' and restrict you to treatment in that country or even a specific medical facility. If you are in a country where quality medical treatment is limited, difficult to access or simply not available, then you may find 'buying local' could be a false economy and something you may regret.

### Isn't it better in the US to buy a local policy?

For many people living and working in the US and a number of Gulf countries, plus Eire, the Netherlands and Germany to name but a few, buying a local policy may be the only option given the strict regulations surrounding medical insurance. It is important to check what the local regulations are and whether the type of cover you choose will affect your work or residency visa.

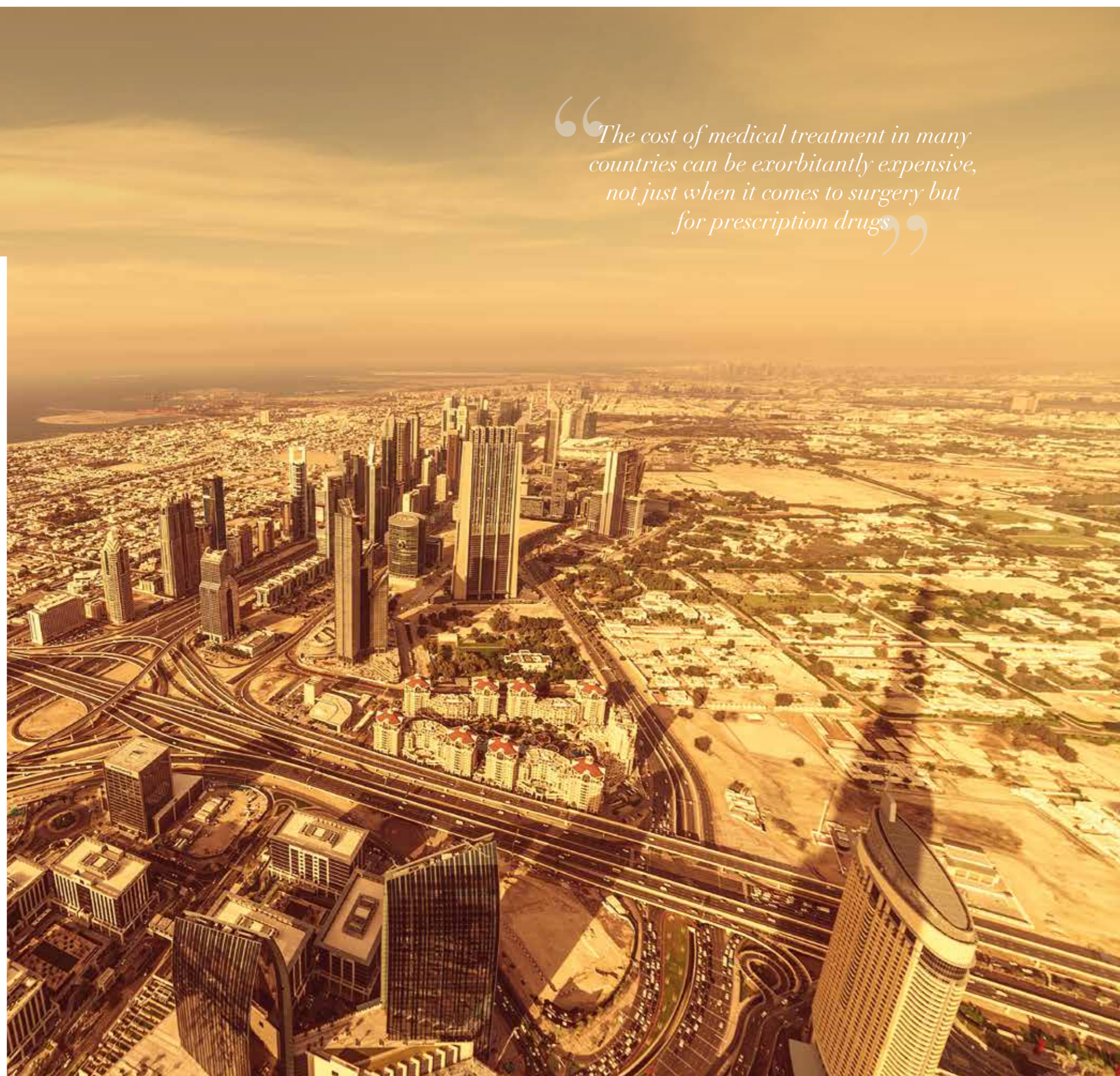
### What about the Gulf States?

A number of Gulf States have strict regulations when it comes to medical insurance. Some link the purchase of cover directly with the issuance of work and residency visas so it is important you get the right policy or you could find yourself unable to get the all-important permits that you need.

### What happens if I don't have cover?

If you haven't organised cover in advance, you could find yourself facing some hefty bills should you need medical treatment and perhaps more importantly (and worryingly) being denied treatment until you are able to provide a substantial upfront cash payment. The cost of medical treatment in many countries can be exorbitantly expensive, not just when it comes to surgery but for prescription drugs and even the fees charged for visiting your family doctor. And don't forget that should you need to be medically evacuated by air to another country, the cost can easily hit \$100,000 and more.

*“The cost of medical treatment in many countries can be exorbitantly expensive, not just when it comes to surgery but for prescription drugs”*



# INDUSTRY INSIGHT: Mining

## Specialist Cover for a Specialist Industry

The potentially hazardous nature of the work, often taking place in remote areas of the world, means that specialist mining insurance is recommended to achieve the best cover at the most competitive rates.

### What level of cover do mining companies need?

Of course it depends upon the scale and location of each operation, but cover will typically include four main areas:

- Property and business interruption cover for companies, operators and contractors, valid for high-risk countries and environments
- Plant and machinery – provides cover for damage or total loss, which can include malicious attacks, sabotage, war and terrorism
- International liability insurance – protects your business from third party claims and can include cover for your key people and business reputation
- Global life and accident insurance, emergency medical evacuation insurance, kidnap insurance and other specialist high-risk coverage for your people.

### PREMIUMS

### COVER



### Getting the premium/cover balance right

The same international insurance balancing act is always in play: how can you get the right level of cover that provides the protection you need, while keeping premiums to a manageable level?

Reduce too many benefits and you are in fact wasting money, because you won't have the protection you need. Boost the benefits too high and you are, of course, wasting money again, because you'll never need to call on the cover you've purchased.

When it comes to specialist high-risk industries like mining, the answer is usually to look towards specialist or bespoke cover supported by underwriters who genuinely understand the risks involved and the realistic potential for claims.

### Constantly reviewing performance and changing circumstances

The key to maintaining the balance is to regularly review the policy during the year to ensure that changing risks are properly covered and that you are continuing to enjoy best value in the light of real claims experience.

### IN OUR EXPERIENCE

*In a major review of international insurance for a global mining company, Bellwood Prestbury delivered a \$500,000 decrease in premiums without a reduction in benefits for expatriate mining staff working in its copper and cobalt mining operation in Africa.*



# Duty Of Care: Are You Meeting The Standard?

Ex-diplomat and co-founder of Consularcare, John Morgan, looks at the British Standards Institution (BSI) PAS 3001:2016 and shares his expert knowledge on how organisations can protect their globally mobilised workforce.

Business travel remains an important part of corporate strategy. In a changing world, where the threats to travellers have significantly increased, the pool of solutions to protect against those risks has deepened, making it more confusing and difficult for organisations to be confident that they are protecting their staff working and living abroad.

Taking adequate steps is key when we are talking about Duty of Care. If we get it wrong we may find the company threatened with litigation including charges of corporate manslaughter.

Many companies outsource their workforce's business travel to travel management companies, but don't always fully understand what services they have, or their limitations. When it comes to Duty of Care, it is imperative that employers do understand.

### The BSI just made it a whole lot easier

In September 2016, the British Standards Institution (BSI) published PAS 3001:2016. Commissioned by the medical and travel security services company, International SOS, the code of

practice provides global organisations with a standardisation document that describes best practices to manage risks and provide Duty of Care to their employees who are working abroad. Covering health, safety and security, employers will be able to safeguard their staff working and living in foreign locations.

*Your first thought, in light of recent events, may be terrorism, but actually, the biggest threat to the safety of your employees travelling abroad are road traffic accidents and street crime.*

From minor incidents such as medical issues or being a victim of petty crime, to the threats of natural disasters, terrorism and pandemics, the risks faced

by business travellers and those living and working abroad vary considerably. Until now, there has been limited support and guidance for organisations to put procedures in place that will not only safeguard staff, but also provide better business continuity management.

### Where to start?

Depending on the size and structure of an organisation, it is a good idea to have a multi-disciplinary approach to Duty of Care, assigning responsibility to a senior manager who will oversee the development and implementation of policies and procedures. That may well be a security director, HR manager or BCM manager. Those responsible for health and safety, risk management, travel, insurance, legal compliance and global mobilisation should also be included in the team.

### Before they go...

The destination will make a difference to the level of pre-travel preparation required. Identifying potential threats and hazards, and considering any training that may be required will aid the risk assessment process, and contribute to prevention strategies.

Your first thought, in light of recent events, may be terrorism, but actually, the biggest threat to the safety of your employees travelling abroad are road traffic accidents and street crime. That's not to say that kidnap, extortion, civil disorder and violence should be overlooked as genuine concerns.

Your employees need to be prepared for all risks, and by equipping them with the skills to cope with and, where possible, avoid problems you are well on the way to meeting your Duty of Care. Advanced Driver courses, First Aid courses, Kidnap Avoidance and Country Briefings before employees leave are all good practice, and may in fact save lives.

### And if things go wrong?

An employer can only do so much to protect their staff, even if the employee follows all the advice they are given. If they are in the wrong place at the wrong time, they could still find themselves in need of assistance.

When your staff are thousands of miles away, who are you going to go to for help? Your first thought may be the Foreign and Commonwealth Office and the local consulate; but when consular assistance is purely discretionary, you need to have a better strategy. A small company is unlikely to have the dedicated incident management team that a large corporation will, but they should still have contingency plans in place, and adequate cover to provide the relevant assistance to their employee. That may be medical, security or consular assistance (or, better still, a combination of all three).

Travel insurance is a must, but check what it covers, as Duty of Care goes way beyond fiscal losses, and many policies aren't as comprehensive as you might imagine.

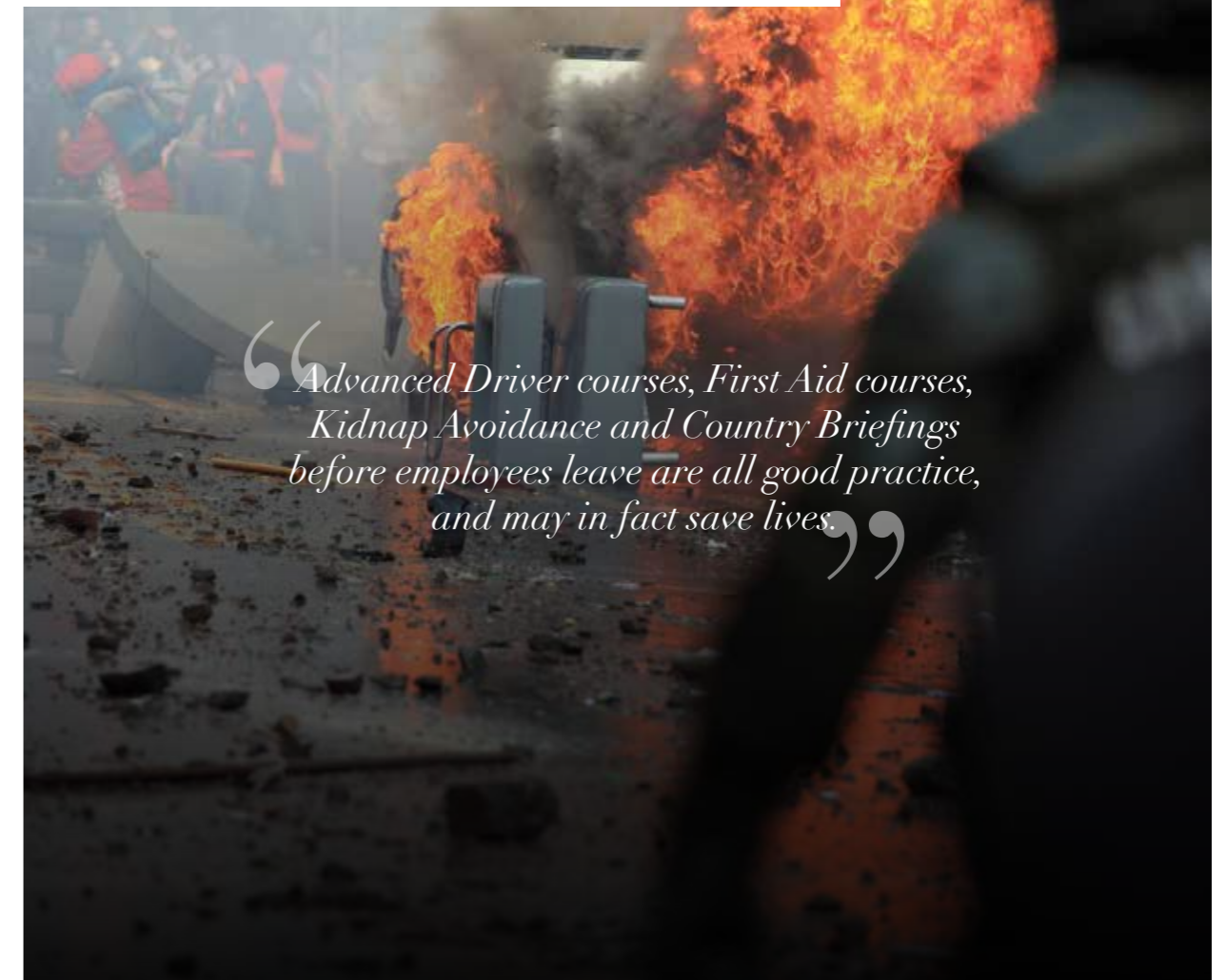
### Is it really worth it?

If you want to avoid the expense of interruptions to business activities, and reduce your chances of criminal liability

and a damaged corporate reputation, not to mention reaping the rewards that an employer who is seen to look after its staff gains, then yes, it is certainly worth the effort.



**John Morgan** is Managing Director and co-founder of Consularcare, the first and only company to provide dedicated consular assistance across the world.



*“Advanced Driver courses, First Aid courses, Kidnap Avoidance and Country Briefings before employees leave are all good practice, and may in fact save lives.”*



## Contractors Cutting Corners?

Lots of owner-operated contractors accept work abroad without properly protecting their people, because they worry about the costs. Andrew Apps, Head of Global Healthcare at Bellwood Prestbury International explains that specialist Contractor Insurance is now really affordable.

Most Contractors working abroad on temporary contracts are obliged to arrange international liability insurances as part of the contract – but medical insurance is often discretionary.

At Bellwood Prestbury, we frequently arrange workers, employers and professional indemnity cover for contractors, but when we talk about medical insurance they often go quiet. Until we mention the price. You see, international Contractor insurance is now much more affordable than ever before.

### Tailored to suit the contract

Whether working onshore or offshore, the Contractors International Health Plan offers a range of tailored medical insurance solutions for anyone working across a wide range of industries including Oil & Gas, Energy, Security, Aviation, Telecommunications, Engineering and Technology. It is now also available to NGO, Charity and Aid workers.

### Flexible, comprehensive cover

The Contractors International Health Plan offers a choice of three levels of cover available for periods of 3, 6, 9 or 12 months.

Ideal for anyone working in difficult or remote areas where medical treatment may be limited or hard to access, this policy is unique in offering robust cover that will serve contractors well in even the most remote regions.

As you would expect the policy includes Emergency Medical Evacuation cover from virtually anywhere in the world, but it also has three vital additional features:

### 1. 24/7 Crisis Management Assistance (Red24).

This includes country briefings, tips and advice before you go and support if a crisis occurs when you are out there. This is the kind of service that can help you to avoid inadvertently getting caught up in political or ethnic disturbances, or provide crucial advice if trouble erupts while you are abroad.

### 2. Global Blood

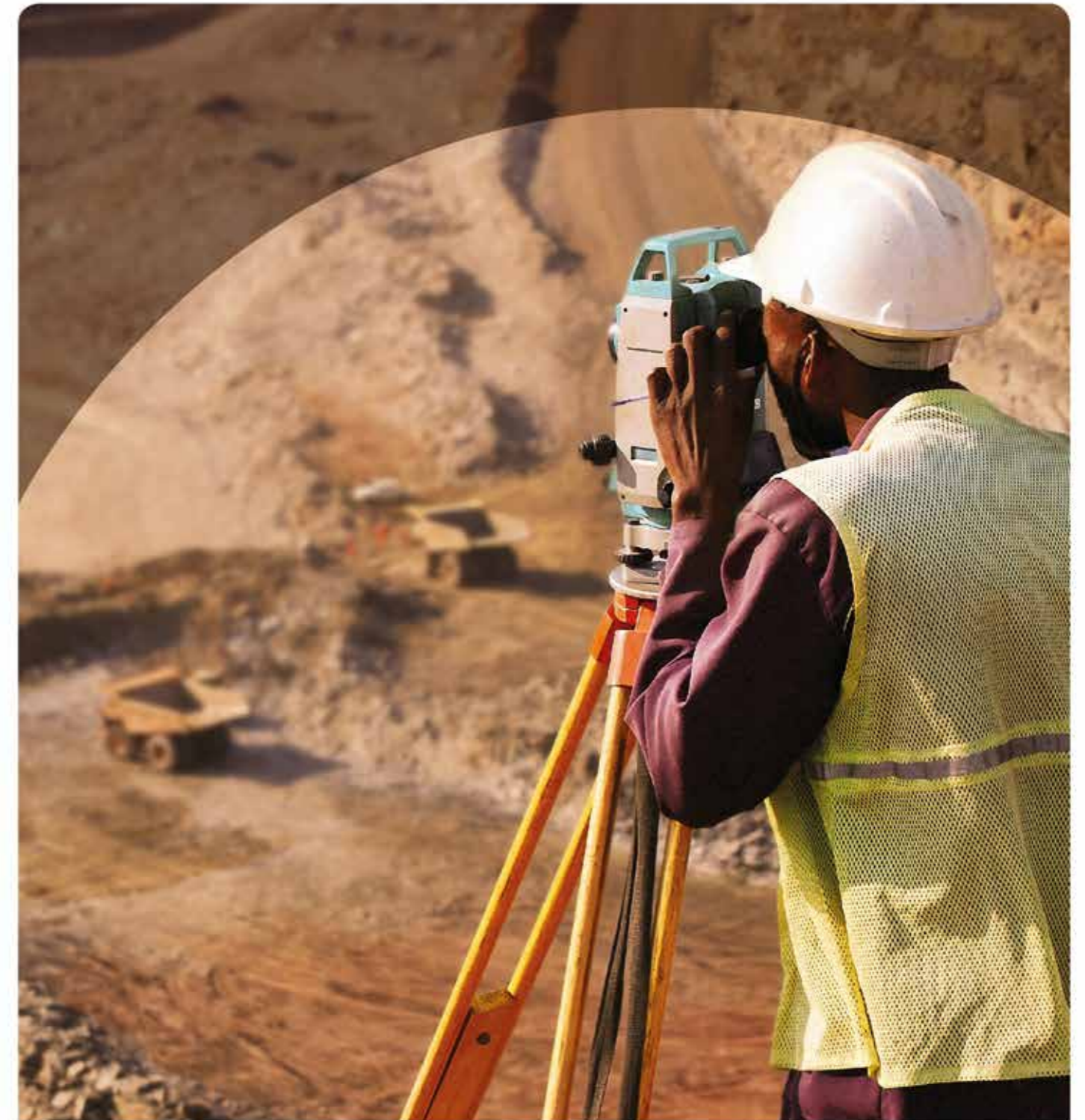
#### Transfusion support (Blood Care Foundation).

This ensure you can access properly screened blood in almost any location on the world. Glancing at our world map on page 9 will show you how many countries have sub-standard medical services we take for granted.

If you are involved in a road traffic accident or suffer an accident at work that requires blood, properly screened blood can save your life.

### 3. Second Opinion Medical Services (Best Doctors).

Around the clock, around the world, second opinion medical services is there to ensure you get the right treatment when you need it most. For example, if you are working somewhere less developed, the local first line medical procedure might be to amputate first to protect from infection. Access to a second opinion combined with medical evacuation to a western standard hospital can make all the difference.



## International experts you can trust

As experienced independent experts, you can trust Bellwood Prestbury to help you set up and manage flexible IPMI for overseas contractors, anywhere in the world.

Find out more at

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# Cyber Security: Are Your Global Operations Safe?

**Richard Stephens, Partner at Proelium Law LLP, the UK's foremost legal authority on high-risk jurisdictions and specialist risk services, discusses the steps you should take to ensure you are Cyber Secure.**

## Do you know what you've got to protect?

The question, "are we secure?" is a difficult one to answer in terms of the cyber threat, because the rapid mutation of the area makes it extremely hard to define. But a good place to start is to ask a different question, one that is based on a seminal security principal: "Do we know what we've got to protect?"

Simply, you can't take a view on how secure you are, or begin to make informed decisions about actions and expenditure for security, unless you know what assets you have.

Cyber security is concerned with IT and data assets. IT assets can be servers, laptops, smartphones and software, even printers. Data assets can be personal information belonging to customers or staff, credit card data, client privileged information, intellectual property or bank account details.

## Considering assets

The problem is compounded in that even knowing what assets you have is becoming increasingly difficult:

- You may not have the information directly because hosting of IT is often outsourced.
- Some or all of your IT may be in the cloud.
- There are an increasing number of devices connected to the internet (tripling over the next five years).
- There is an increasing amount of 'shadow IT', whereby employees or even whole departments use online software or their own devices without the authorization or involvement of the IT department.
- Data assets can be difficult to define and track.
- Finally, the need to continuously keep track of what assets you have, rather than just a one off snapshot, makes life especially challenging.

There are solutions and services that can help you map your assets, and even help you to ID the security weaknesses ('vulnerabilities') affecting them.

## Different risk appetites

Once you understand what assets make up your cyber-profile, you can start to consider how to mitigate your vulnerabilities. Each organisation is different, with its own risk

appetite (and consequent strategy) when it comes to cyber-protection. There is of course software that consolidates asset and security information and presents it in the context of your business. This means you get a clearer view of cyber risk and the actions you need to take – whether you're in IT, security, risk, legal, or even a company Director - and you can see what cyber security solutions and insurance will give you most return on investment.

## Data protection

Why is this important? The storage of personal data is regulated in the UK through the Data Protection Act, meaning that you have legal obligations to ensure your data is safe. Failure to store data correctly could lead to loss of personal information, opening up the very real possibility of legal action being mounted against you... while there are plenty of recent high profile cases of data loss in the news, you should know that it is small and medium sized enterprises who are being hacked, in the dozens, weekly.

## Conclusion

Cyber is a large – and growing – threat. There are a lot of experts who can help you deal with the risks you face, however all strategies start with context and for businesses that context comprises knowing the assets that make-up your cyber profile and understanding the legal risk that comes from not protecting data correctly.

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