

# Medical Device Developers & Manufacturers

Product liability litigation in Canada is in a constant state of development. With the relatively recent adoption of class action legislation in various provinces, copycat litigation, increased recognition of the duty to preserve evidence; and the development of punitive and exemplary damages awards, medical device manufacturers are seeing increased risks on their own turf.

When it comes to managing these forms of risk - there's no substitute for experienced consultative insight and imagination. Enter HUNTERS.

HUNTERS understands the demands of the medical device industry – from start-up to mature expansion - and can help you build and maintain the optimal risk and insurance program.

## Your challenges could include:

- Clinical Trials – Global
- R&D and Proto-type Replacement
- Product Liability – incident management procedures
- Geographic expansion - USA – Risk/Reward – Insurance
- Document Management and Retention Programs
- “Word Control” and Manual Creation
- Controlling Contract liability exposures
- Product Line Expansion – Risk/Reward – Insurance
- Claims Made vs Occurrence Insurance
- Network Security
- Directors & Officers Liability – board comfort management

## -Cost of Risk – Reduction / Containment

Cost of Risk = Premiums + Deductibles + Administration + Un-insured losses  
Our Clients know that the true measure of value in an insurance plan isn't simply lower-negotiated rates at renewal time, but how well it supports your business objectives — your profitability — year after year.

## Insurance Program Design

A well-designed plan is more than a portfolio of coverages. It's a custom set of built-in, sustaining risk strategies and solutions – driven towards reducing and containing your overall cost of risk.

## Contract Analysis

HUNTERS regularly provides analysis of contracts between manufacturers, their suppliers and customers, focusing particularly on the risk transfer components within "hold harmless" and indemnity clauses.

## Service & Information Management

HUNTERS maintains systems to efficiently track and communicate with multi-location accounts. For clients with incident frequency, our claims management and tracking systems offer maximum flexibility to generate decision-enabling reports.

Our streamlined documentation procedures to ensure prompt delivery of accurate policies, endorsements, premium allocations, invoices and certificates of insurance. HUNTERS offers competitive financing options enabling our Clients to control their cash flow.

## Claims Service

If you are a HUNTERS Client, you can expect us to coach you and advocate your interests through the claims process to achieve satisfactory resolution without delay. We are ready when you need us the most. For emergencies, we make ourselves available 24 hours a day, 7 days a week.

Call Jennifer Sterzai at 416.323.9300 – [Jennifer.sterzai@hunterscorners.com](mailto:Jennifer.sterzai@hunterscorners.com)

