



COMMUNITY
BROKER
NETWORK

Vero Monthly Update – Equipment Breakdown

This month we focussing on **Equipment Breakdown**, also known as 'Engineering'. Our goal is to help you confidently educate your clients and shift the conversation away from price by highlighting just how important this sometimes underestimated cover can be.

Did you know?

- Vero offers a **market leading product** with the broadest coverage backed by specialist expertise across Underwriting and Claims.
- Next to Motor & Glass, Equipment Breakdown is the **most frequently claimed** line of Insurance and the severity of losses are growing rapidly due to automation of equipment.
- It is becoming a bigger threat to your clients, and most standard policies won't protect them against Breakdowns that can put them out of business.
- Take up in the Australian Market: – **20%**.
- **Warranties & Maintenance Agreements** are not an alternative to Insurance – importantly, they don't cover **Business Interruption** costs.

Benefits and features

- Blanket cover that protects your client against uninsured and underinsured breakdowns.
- Coverage extensions available to include: BI, AICOW, Deterioration of Stock and Data Restoration.
- Reticulated wiring is covered – a major exposure not covered in many standard policies.
- Service Interruption cover – protects your client from Breakdown of a third party's equipment by triggering the BI and DOS coverages if included in the policy.
- Wear and Tear NOT excluded as a cause of Breakdown.
- Green upgrade enhancement (+50% of indemnifiable repair / replacement).

Go to the [Document Library](#) on our Vero Broker Hub to access all product specific documents which includes loss bulletins and occupation specific flyers.



[Click Here](#) to view the **Vero Equipment Breakdown Insurance** video which is a client testimonial explaining the merits of our product.

For further information:

Please contact your CBN Development Team on 0428 664 723