



# Technology Practice Overview



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Parker, Smith & Feek's Technology Practice Group provides risk management, business insurance, and employee benefits solutions that protect the assets of your company in each stage of growth, from emerging startup to global enterprise. We understand that growing companies must focus on product development and marketing, and financial concerns—raising capital or preparing for public offerings—in order to succeed. Our goal is to help you protect your assets and achieve your goals. We do this by designing and managing flexible insurance programs that are tailored to your company's needs now and throughout the life of your firm.

## Business Assets

Technology companies have unique exposures to loss that require specialized insurance coverages. Insurance programs often overlook some of your most important assets: intellectual property, collected and stored data, and key employees. Parker, Smith & Feek conducts a full evaluation of your risk exposures and then designs comprehensive insurance programs that protect your most important assets. Along with standard coverages for business property and general liability, we can provide a full range of specialized coverages, including intellectual property infringement, data recovery expense reimbursement, and key employee life insurance.

## Liability Insurance

Parker, Smith & Feek understands that your need for complete business protection includes liability coverage that is specifically tailored to address your company's operations and exposures. We can provide a full range of liability coverages designed to protect your firm from third party liability losses: Professional/Errors and Omissions, Directors and Officers, Employment Practices, Fiduciary, Cyber Risk, and General Liability.

## Employee Benefits

Attracting and retaining a quality workforce is essential to the wellbeing and growth of technology firms. Our Benefits specialists have in-depth knowledge of the complexities of healthcare reform and rising costs. We can help you design and manage Employee Benefit programs that enhance your ability to retain the best and brightest of your industry. Another important consideration is key employee life insurance. The death of an employee who is critical to your success could have a significant impact on the financial stability of the company. Key employee insurance can help cover the costs of recruitment and training a new employee, as well as provide financing to cover development programs jeopardized by the death of the key employee.

# Technology Practice Team Members



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It takes a team of specialists to design and manage insurance solutions for today's technology firms. The expert members of our Technology Practice Group utilize innovative risk management and insurance programs tailored to the technology industry. They understand the diverse and constantly evolving risks that technology companies face, as well as the emerging trends and funding vehicles.

Parker, Smith & Feek's team, which has over 175 years of combined technology experience, brings unparalleled depth and breadth of knowledge to the service of our technology clients.

## Commercial Department



**Cliff Rudolph**, Account Executive  
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Cliff leads the Technology Practice Group and specializes in organizations with difficult, high hazard exposures. He has significant experience in the placement of insurance for multi-billion dollar companies with both domestic and international operations.



**Gregor Hodgson**, Account Executive  
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Gregor works with some of the most innovative companies in the Pacific Northwest, and participated in the construction of the first e-Commerce and Cyber Liability policies for some of Seattle's leading technology companies.



**Nick Montera**, Account Executive  
namontera@psfinc.com • 425.709.3660

Nick is an expert in flexible insurance programs for smaller, established tech companies and well funded startups.



**Jim Hamlin**, Account Executive  
jehamlin@psfinc.com • 425.709.3756

Jim is recognized for his expertise in risk management and insurance solutions, and for his knowledge in Directors & Officers Liability coverage for publicly traded and pre-IPO companies.



**Casey Smith**, Account Executive  
cgsmith@psfinc.com • 425.709.3673

Casey's area of specialty is Management Liability. She works with all types of companies, both private and public, from startup entrepreneurial firms to Fortune 100 corporations.



**John Schmidt**, Account Executive  
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John has extensive experience and expertise in several areas of insurance, including Property, Professional Liability, and Directors & Officers Liability.



**Jim Chesemore**, Chief Operating Officer  
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Jim directs our marketing relationships with insurance carriers, serving as our key contact with the managers and underwriters of local, regional, and national offices of insurance companies.

## Benefits Department



**Jim Gregson**, Account Executive  
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Jim specializes in evaluating client needs and working on long term strategies to help employers attract and retain high performing workforces for the technology industry.



**Kevin Norris**, Account Executive  
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Kevin works with many of Parker, Smith & Feek's largest clients in the areas of Benefits strategy, design, funding, and communication.