

Global human clinical trials

Balance sheet protection



Expense reduction



Decision support
through analytics



Our unique perspective



Is your current broker providing you with in-depth trends and insights on the life sciences industry and insurance marketplace? How about information on emerging risks in the industry?



Are they assisting you with evaluation and analysis of your risks in order to minimize your total cost of risk to enable you to achieve the goals of your life sciences organization?



Are they providing direction and consultation regarding risk mitigation improvement opportunities to enhance your life sciences organization's performance? Do they offer a full range of solutions to address your people, risk and capital issues?



Does your broking team include product specialists who are Life Science experts? D&O, Cyber, Product Liability, Workers' Comp, Cargo, Property and Risk Control?

Sponsors want speed, efficiency and accuracy from their insurance brokers and insurers

The approval process for new drugs and medical devices is expensive and complicated. It is estimated that it takes an average of 10 years and over \$1B to successfully bring a new drug to market. Willis Towers Watson understands that any delays during the clinical trials process can have a material effect on a company's ability to bring new drugs to market.

Global complexity

Clinicaltrials.gov currently shows the majority of clinical trials are conducted outside of the U.S. Our global network of professionals with life sciences experience makes sure that our clients successfully navigate this challenge and ease the administrative burden they may face in managing the insurance process for clinical trials. Understanding and complying with insurance requirements to conduct clinical trials across the globe can be burdensome, complicated and time consuming. Most countries have developed their own rules and regulations regarding insurance and reporting requirements for human clinical trials. These regulations vary widely and it is critical to anticipate insurance requirements as part of the submission to any country's ethics committee.

Willis Towers Watson service solution

- Willis Towers Watson's Global Network gives our clients easy access to industry specialists in more than 130 countries.
- We provide access to a proprietary and third party databases of insurance requirements for more than 150 countries enabling us to provide instant feedback on the requirements for countries you may be considering as clinical trials sites.
- Speed matters. We have a streamlined service model and proprietary market relationships that ensure timely access to country data, policy quotes and certificates evidencing coverage.

Let Willis Towers Watson help you navigate the challenges

- Compliance with regulatory requirements is vital to successful implementation of international human clinical trials.
- A separate policy is needed in more than 50% of countries.
- Many of these countries mandate that insurance coverage be placed with a carrier that is locally licensed to underwrite insurance “in country”
- The limits of insurance that the sponsor is required to purchase may vary from country to country.
- Many countries obligate the sponsor to evidence proper insurance coverage before an ethics committee can approve a clinical trial.
- Requirements of what Certificates Evidencing Coverage must show vary from country to country.
- Some territories require an insurance policy period span the full duration of the clinical trial rather than the more common 12 month policy period.

Clinical trials expertise

- Core clinical trials service commitments
- Efficient, reliable and time-sensitive service
- Carrier partnerships to ensure broad and compliant coverage
- Access to global regulatory and compliance information. Online database of life science expertise throughout our global network. This information is provided by country and includes:
 - Non-admitted status
 - In-country regulations
 - Insurance limits
 - Medical professional liability requirements
 - Certificate protocols
 - Specific information requirements for each country

We guard the present with one eye on the future.

A Globally Integrated Practice with industry specialists in all aspects of client service

- Property & Casualty
- Clinical Trials
- Management Liability
- Cyber
- M&A Due Diligence
- International Practice
- Claims Advocacy
- Risk & Loss Control
- Analytical Tools

Foreign Clinical trial resources in

100+
countries



1,000s
of trials,
International teams

200+
Life Sciences
practitioners
in **100+**
countries



We have over **600**
Life Science clients



Globally largest multinational companies to early stage start-ups

Experts in:

- Pharmaceutical and Biotech
- Therapeutic Research & Development
- Generic/Specialty Drug Manufacturers
- Medical Device Companies
- Contract Research Organizations
- Contract Manufacturers
- Medical Laboratories
- Nutraceutical and OTC Companies

Online database of Life Sciences expertise

throughout our global network. Specific information requirements for each country.

By country:

- Non-admitted status
- In-Country regulations
- Insurance limits
- Medical professional liability
- Certificate protocols
- Specific Information requirements

Contact

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About Willis Towers Watson

Willis Towers Watson (NASDAQ: WLTW) is a leading global advisory, broking and solutions company that helps clients around the world turn risk into a path for growth. With roots dating to 1828, Willis Towers Watson has 45,000 employees serving more than 140 countries and markets. We design and deliver solutions that manage risk, optimize benefits, cultivate talent, and expand the power of capital to protect and strengthen institutions and individuals. Our unique perspective allows us to see the critical intersections between talent, assets and ideas – the dynamic formula that drives business performance. Together, we unlock potential. Learn more at willistowerswatson.com.



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