

# HEALTHCARE



DECUS INSURANCE BROKERS



## WELCOME TO DECUS INSURANCE BROKERS

We would like to thank you for the opportunity to introduce Decus Insurance Brokers. This document looks to set out some background information about Decus (a registered Lloyd's of London Broker), as well as our Healthcare capabilities and experience.

Our clients benefit from our full support at all times and we are always delighted to introduce the wider team so that you are aware and comfortable with our delivery capabilities

Our experienced healthcare team handle the (re)insurance requirements of a diverse client base through the whole spectrum of Healthcare. This ranges from large multi-state, multi-national hospital facilities, to small Allied Health facilities and Aged/Senior living. .

**Decus Insurance Brokers**  
The Scalpel, 18th floor, 52 Lime Street  
London EC3M 7AF  
Registered in England No. 6382680  
Authorised and Regulated by the Financial Conduct Authority No. 477319



## **PLACEMENT & SERVICING CAPABILITIES**

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We recognize the particular challenges and considerations faced by our clients and we aim to approach each situation from a fresh and unique perspective.

Remaining totally client and serviced focused, and maintaining the highest standards and level of integrity, we aim to build long-term relationships and a deeper understanding of our clients' individual and business needs.

### **Our Strengths:**

- Industry Knowledge: Knowledgeable team experienced in multiple Healthcare classes.
- Client Insight: Experience handling large multinational and small independent (re)insurance programs.
- Cross-Class Team: Strong across all spectrums of Healthcare third party liability (re)insurance.
- Close Working Teams: Collaboration of Healthcare & other specialty broking teams, with strong market relationships.
- In-house Claims: Claims are handled in-house and are an integral part to our service offering.
- Global Markets: Benefiting from relationships with key global markets.
- London Partner: London wholesale partner and part of the Brown & Brown Group.



## **WELCOME TO THE LONDON MARKET**

Welcome to Decus Healthcare, your London broker for the Lloyd's, London, European and Bermuda (LLEB), (re)insurance markets.

We are E&S wholesale experts focusing on 3rd party Healthcare/Umbrella Professional Liability, arranging (re)insurance for hospitals, Allied Health and other medical providers/practitioners for claims occurring as a result of negative outcomes from all types of medical procedures. Service to clients is our differential.

We challenge ourselves to deliver (re)insurance solutions to our customers which not only assist them by offering financial stability and removing volatility, but also assist them with their goals in patient safety, risk management and zero harm. We specialize in structuring Loss Sensitive (Retro) Swing Programs (1, 2 and 3 year deals) an exclusive primary/umbrella product for Healthcare, and other liability risks.

### **DECUS WORK IN A NUMBER OF SECTORS, INCLUDING (BUT NOT LIMITED TO):**

- Stand-alone hospitals to large multi-National healthcare systems.
- AMC's, University and Teaching hospitals. Clinics/Pharmacies/Allied Health/Correctional.
- Fertility/Assisted Reproductive Technology (ART).
- Full spectrum of Aged/Senior Care - SNF's/ILF's/ALF's.
- Life Sciences/Medical Products/Clinical Trials.
- Social Care/Services/HHS/Religious/Nonprofit.
- Allied Health Product.
- Businesses with medical malpractice exposure
- Sexual Abuse stand-alone product.
- Telemedicine product.
- Excess physician groups.



Decus is continually evolving and is acutely aware of the changes within the global (re)insurance and healthcare spheres. Our established knowledge base in the management and implementation of complex coverage options is what distinguishes us from others. The Decus Healthcare team is made up of 8 (re)insurance professionals.

*If you require access or further information, please email or call:*

### **SHANE BAILEY - DIVISIONAL DIRECTOR**

Direct Tel: +44 (0) 7501 297983  
[sbailey@decusbroskers.com](mailto:sbailey@decusbroskers.com)

### **DANIEL GREEN - BROKER**

Direct Tel: +44 (0) 7570 673166  
[dgreen@decusbroskers.com](mailto:dgreen@decusbroskers.com)





## **DECUS HEALTHCARE TEAM PREVIOUS EXPERIENCE**

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We understand the insurance needs in the healthcare space, and this is just a sample of the Hospitals, Allied Health, Aged/Senior Living Care and Physician Groups that have benefited from our expertise in this field:

- Bethany Christian Services
- Catholic Guardian Services
- San Juan Regional Medical Center
- Allied Health Binding Authority for SME business
- Alura Senior Living
- Oregon Health & Science University (OHSU)
- Baptist Healthcare, Pensacola
- Baptist Health South Florida
- Kindred Healthcare
- Boston Medical Center
- Turning Points for Children
- Rochester General Hospital
- Cleveland Clinic
- Baylor College of Medicine
- Ascension Health
- Trinity Health
- Stamford Health
- ProMedica
- BayCare
- Associated Pathologists
- Magellan Health
- Howard University
- Texas Children's Hospital







## **SHANE BAILEY, DIVISIONAL DIRECTOR**

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Divisional Director, Head of Decus Healthcare. Shane will be your main point, day to day contact. He joined Decus in February 2021 to provide Decus with a US Healthcare specialist with influence in the Lloyd's, London, European and Bermuda (LLEB), (re)insurance underwriting markets. He has over 20 years' experience in the (re)insurance industry, and has held senior positions at major global brokers and underwriting companies. Shane is a member of the Chartered Insurance Institute (CII).



## **DANIEL GREEN, BROKER**

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Daniel joined Decus in July 2019 on an initial work experience placement before joining permanently in September 2019. In his time at Decus, Daniel has been exposed to various classes of business whilst working within the claims department handling claims in Transportation, Professional Lines, Cyber, Property, Fine Art & Specie and Marine providing a good understanding of London Market Insurance. After 4 years in the claims team, Daniel made the decision to move onto the placing side, where he now works within the Energy and Marine team working on a broad range of products from Cargo and Specie, Marine Liability, Fine Art & Specie and Energy programmes whilst also working within the Healthcare team as part of a dual role.

Daniel is working towards achieving the Diploma in Insurance (DIP CII) & the Advanced Diploma in Insurance (ACII) having recently gained the Certificate in insurance (Cert CII).