

PROTECTED FROM CYBERSECURITY THREATS WITH TECHSERVE ALLIANCE BUSINESS INSURANCE



SUMMARY

When a member firm struggled to find a cybersecurity insurance solution, the TechServe Alliance Business Insurance program was able to deliver the protection Paradigm Group needed within their allotted budget.

COMPANY OVERVIEW

- A technical recruiting firm based in the Greater Houston Metro market, **Paradigm Group** has been providing IT staffing solutions for over 20 years, with a focus on supporting their client's core values, and effectively serving as an extension to their in-house teams, for all technical recruiting and retention needs.
- Led by a former CIO, the group is well-versed in understanding the skill sets and solutions their clients require, in order to achieve their desired digital transformations.
- A member of TechServe Alliance for over 4 years they are a strong proponent of the services and tools available to them through their membership. With their technical knowledge and understanding of rising security threats to business operations and employment services, the Paradigm Group, had the foresight to seek out specific protection in cybersecurity for their firm from the TechServe Alliance Business Insurance program.

COMPANY OVERVIEW

Paradigm Group is a technical recruiting firm located in the Greater Houston Metro market. They have been providing IT staffing solutions for over 20 years, as an extension of their clients' in-house teams, for all their technical recruiting and retention needs.

CHALLENGE

One member firm in the tech staffing industry faced challenges in obtaining cybersecurity coverage from their standard insurance provider. The coverage offered was either unavailable, insufficient, or too expensive. Besides, the standard insurance provider lacked expertise in the tech staffing industry too.

OUTCOME

As an existing TechServe Alliance member, the staffing firm collaborated with the TechServe Alliance Business Insurance team to obtain Cybersecurity protection that suited their budget. This program brought various benefits, such as improved response times and increased efficiencies, along with many other benefits.

“It's helps me sleep easier at night knowing that I have an insurance provider that is an expert in tech staffing, able to support my firm if any situation arises. Industries are evolving, and staffing nuances keep changing, especially in the tech realm, where new threats exist that can cause great harm, both financially and reputationally. With TechServe Alliance Business Insurance, you feel protected.”

~ Gene Janiszewski, CEO of Paradigm Group, Inc.


TechServe[®]
ALLIANCE
Driving Success for
Technology Staffing & Solutions Firms

CHALLENGE

With the growing challenges faced across all industries relative to cybersecurity protection, one member firm was unable to secure cybersecurity coverage, at a reasonable price point, from their standard insurance provider. Coverage was either not available or inadequate, or it was unaffordable. Additionally, working with a standard insurance provider that did not offer the expertise in the tech staffing industry, and as such had limitations in rating applicable coverage, as well as in efficiencies for coverage planning, renewals, audits and more.

Further, as the member firm continues to grow and expand its staffing offerings, specifically transitioning from being direct hire-based to also including contractual IT staffing engagements, they require different types of coverage based on the nature of the contingent contractors they are placing in the future.

OUTCOME

As an existing TechServe Alliance member, the staffing firm worked closely with the TechServe Alliance Business Insurance team, to secure Cybersecurity protection that fit within their allotted budget. Using this program also provided the staffing firm with increased efficiencies and improved response time, including the following examples:

- Certificate of Insurance (COI) requests are delivered immediately.
- Requests for assistance and program questions are answered within 24 hours, a reduction in response time from 2-3 days with previous provider.
- All business insurance components—Liability, Workers Compensation and Cybersecurity—are part of a single solution creating ease in terms of payments and renewals.
- Audits are conducted with full guidance and oversight from the TechServe Alliance Business Insurance team, resulting in decreased administrative time on behalf of the staffing firm. The TechServe Alliance team is well-versed in IT and engineering staffing, including in-depth knowledge of definitive roles and job responsibilities of specialized consultants. Since insurance rates are often based on the nature of each job with risk rated accordingly, standard insurance providers that do not have the inherent knowledge of technology staffing firms and these requirements, places the onus on the staffing firm to provide meticulous details. With the TechServe Alliance Business Insurance program, consultant job profiles are already in the system and assessed, along with the associated coverage that applies to the profile activities, saving time and costs on unnecessary or inapplicable coverage.

About TechServe Alliance

TechServe Alliance is the national trade association of the IT & Engineering staffing and solutions industry. IT & Engineering staffing and solutions firms count on TechServe Alliance to keep their leadership informed, engaged, and connected. TechServe Alliance serves as the voice of the industry before the policymakers and the national and trade press. By providing access to the knowledge and best practices of an entire industry and tapping the "collective scale" of its members, TechServe Alliance supports its members in the efficient delivery of best-in-class IT & Engineering staffing and solutions for clients and exceptional professional opportunities for every consultant.

Want to learn more about the TechServe Alliance Business Insurance Program?

Contact Insurance Advisor

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Schedule a call
with Don

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