



Outsource Risk Management Services

TecnoRisk LLC based in Bellevue, WA, is a risk management and insurance consulting firm specializing in all areas of marine insurance.

We have worked with a wide variety of maritime clients large and small since 1990. Our consultants have a combined experience of nearly 60 years in marine insurance and risk management.

Purchasing insurance and managing risk is a complex process and thus very large organizations employ full time risk managers often with a support staff of analysts,

claims adjusters and in house legal expertise.

Smaller companies do not have such resources, and typically designate someone in HR, Accounting, or the business principal to handle all insurance matters as part of their multitude of other priorities. This places a great deal of reliance upon your insurance broker, and however capable they may be their contribution is rarely the same as that provided by the professional risk manager working closely with your insurance broker and complementing their expertise.

TecnoRisk provides the expertise available in large organization at a price affordable to smaller companies. Our services assist the busy business owner to appreciate the insurance implications of changes in operations, new contracts etc and provides independent advice on insurance broker selection and services.



Our Mission

Our primary consulting mission is to benefit our clients by:

- Protecting their assets and eliminating liability exposures. Maritime insurance policies are not "Standardized", and there are many pitfalls if your insurance coverage is not regularly reviewed by someone with high level marine insurance technical expertise however capable your insurance broker may be.
- Implementing audits of operating and safety practices, hiring and contracts to develop a comprehensive risk profile. This identifies areas that would benefit from additional loss prevention efforts or other risk exposure mitigation.
- Review claims handling for "best practices" to minimize costs.
- Conduct renewal reviews to achieve the best pricing consistent with comprehensive insurance coverage with stable markets

TecnoRisk is a results oriented marine insurance consulting organization. Our broad experience and wide knowledge of the marine insurance market assists our clients in saving on their total cost of risk (premium and deductible costs), protecting client assets when accidents do happen and reducing exposure penalties for non compliance with regulations.

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Industries Served

Over many years TecnoRisk have worked with a wide range of marine companies. Being based in the Pacific Northwest our current risk management consulting clients are primarily involved in the fishing industry which is a particular area of expertise.

TecnoRisk are the business managers of the

Alaska Fisherman's Safety Association (www.aksafety.org) a group of nearly 60 crab fishing vessels and trawlers.

Our proprietary risk management information system, Tecno-Claims (www.tecnorisk.com) involves us in working with companies such as cruise lines, container

ships and terminal operators, commercial fishing, tug & barge, LNG, Crude Oil & product tankers etc. Clients include American Seafoods Company, Norwegian Cruise Lines, APL, International Shipholding Corporation, MISC Bhd (the world's second largest shipping company by market capitalization).

Risk Management & Insurance Audits

TecnoRisk conduct a "General Health Examination" for our client's organizational risks and insurance program including claims handling practices.

TecnoRisk have a wide range of experience not only in marine insurance and claims but also in HR areas such as Job Application forms, Medical Questionnaires, Crew Contracts, I-9's etc. Procedures to adopt such as accident reports, filing USCG

2692 and 2692 B, and risk mitigation procedures such as obtaining end of voyage statements from departing crew are also areas of expertise.

TecnoRisk conduct a "General Health Examination" for our client's

organizational risks and insurance program including claims handling practices. Areas of improvement are recommended and acceptable changes are reviewed for implementation.

Renewal Consulting

Supplementing this process is Insurance Renewal Consulting the objective being to obtain comprehensive insurance coverage with stable markets, and competitive premiums through a strategic insurance renewal market process.

Many business owners assume that periodically

obtaining a competitive bid from an alternate insurance broker will assure the best possible pricing and comprehensive insurance program. Handled correctly this is normally (but not universally) true. If not handled correctly the bid process can rebound on you and have the opposite affect. TecnoRisk's services avoid this danger by detailed manage-

ment of the bid process.

Other renewal consulting services include:

- Working closely with the broker to provide the insurance markets with the best possible presentation of your organization. The quality and professionalism of the in-

Renewal Consulting continued

formation that you present to your broker is absolutely critical to the terms and pricing you will obtain. That your organization undertook a comprehensive "General Health

Examination" will pay dividends in the insurance market's view of your risk exposure.

- Work with your broker to enhance the insurance market's

familiarity with your organization. Large companies maintain regular contacts with their insurance markets, and TecnoRisk provide this facility to smaller companies.

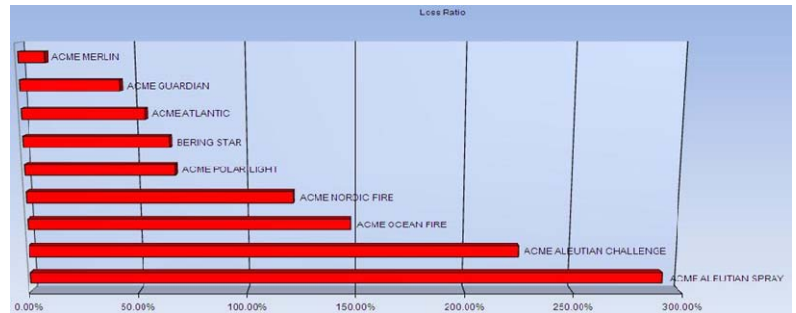
TecnoRisk work with your broker to enhance the insurance market's familiarity with your organization.

Systems Available to Benefit our Clients

TecnoRisk, as a leading provider of risk management information system use our proprietary software system TecnoClaims to track the insurance program and claims for our ongoing consulting assignments.

Our system tracks both premium and claims and produces sophisticated analysis reports on demand.

Here we compare the relative performance (premium vs claims) by Vessel.

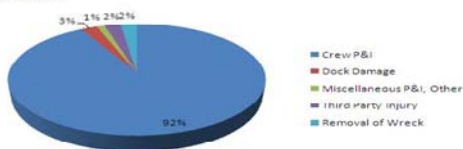


Claims Risk Profile -

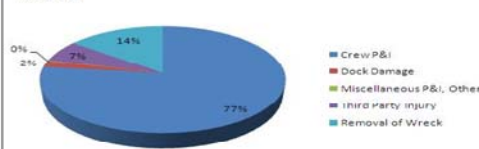
Compiled June 2009

Risk Type	Claim Type	Cases Opened	Total Gross Claims	Paid	Reserved	To Policy
Primary P&I	Crew P&I	80	5,306,618	4,350,186	956,433	4,678,672
	Dock Damage	2	130,537	30,537	100,000	110,537
	Miscellaneous P&I, Other	1	13,995	13,995	0	3,995
	Third Party Injury	2	450,000	14,150	435,850	440,000
	Removal of Wreck	2	1,000,000	1,000,000	0	990,000
Grand Total		87	6,901,150	5,408,867	1,492,283	6,223,204

Number



Value



Other available reports track premium vs claims by Policy, by vessel type, claim

type (injury vs illness for crew) and also provides trend analysis. This so-

phisticated presentation is particularly valuable to support the renewal process.



Other Services



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- TecnoRisk are members of the North Pacific Fishing Vessel Owners Association and regularly attend their seminars and review Newsletters to glean information that affect our clients. The NPFVOA provide an excellent service but the busy business owner often does not have the time to appreciate what is available to benefit their organization. TecnoRisk avoid this 'wood for the trees' issue.
- Newsletter. TecnoRisk produce a periodic Newsletter for the Alaska Fishermen's Safety Association which is also provided at no charge to our other risk management consulting clients. In this publication we provide information on developments affecting the fishing industry from a safety and insurance perspective, areas of risk exposure that may be overlooked and risk management initiatives that may be helpful to minimize claims exposure.
- Section 111 Mandatory Reporting. The TecnoClaims system is being adapted to handle the data recording and reporting that affects our clients. Having worked closely with several industry leading clients this is an area of particular expertise. TecnoRisk can assist our clients to understand and meet their obligations and can very cost effectively act as reporting agent for our consulting clients.
- Expert Witness and legal consulting services. Hopefully most of our clients will not need assistance with litigation but this is an area of expertise if needed.

Conclusion

Marine insurance and claims involves many complex processes and is an area of significant cost and exposure to risk for maritime companies.

An experienced and highly skilled marine insurance broker is a great asset but the benefits of teaming up with a skilled risk management expert will exponentially benefit your insurance program and reduce exposure to uninsured risk or penalties for non compliance to regulations.

TecnoRisk are unique in having experience in insurance placement (our principal Roger Phillips was a London marine insurance broker for a number of years and still maintains close connections in the London insurance market), risk management, claims administration and safety. Having clients ranging from single boat owners through to some of the worlds largest maritime companies gives a unique perspective that benefits our clients.

We are available to review with you the benefits that TecnoRisk may be able to provide your company. References are available upon request.