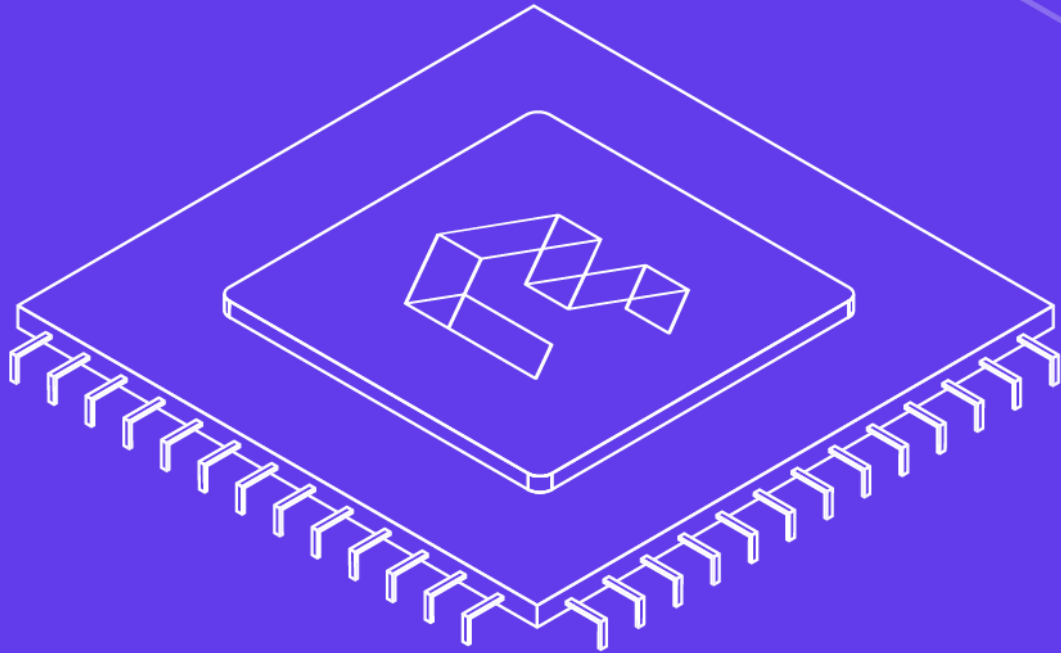




RiskBox **Tech**



Case Studies

Flexible solutions for changing circumstances

Significant contractual obligations

Case Study Outline

Business Type — Games developer

Size — 20 Employees

Specialism — Small, studio-produced games for multiple platforms

Annual Turnover — £3,000,000

Significant contractual obligations

Our client is an established small games development studio that creates games across various platforms. After being approached by a US company to produce a title exclusively for a renowned gaming platform, the developer needed RiskBox to help change their insurance programme quickly mid-term for increased protection.

The Challenge

Despite having been profitable for several years, our games developer client was yet to have a big-hit title. When a US organisation requested they create a bespoke game for a particular platform, the developer found themselves facing an insurance headache. Their core policy had only just renewed... but now their needs had changed.

They wanted to protect themselves with increased Professional Indemnity insurance – but they knew this posed an issue. Games developers have trouble getting good deals on cover at the best of times (they're often seen as higher risk due to potential for IP infringement and breach of licence). Negotiating a new type of problematic cover – just after settling an insurance deal – would inevitably be met with resistance.

Our Solution

RiskBox advised the games developer about their insurance in relation to the contract, offering support with the aspects to push back on.

Simultaneously, we worked with other insurers to design a programme that would be both compliant for the contract and protect their changing exposures. This included protection for the directors of the business who were responsible for negotiating the agreement.

Working with us, the games developer covered themselves and their business effectively during what was a transformative time for their studio.

Need to find a fast solution to a complex insurance problem?

Speak to us for more information.

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