

SPRING 2026



Earning Your Business Daily

Our Competitive Advantages



 berkley-ps.com

Empowering Program Administrators
through Responsiveness, Collaboration,
and Partnership.

ABOUT US

 Berkley Program Specialists™
| a Berkley Company



A Program Specialist You Can Count On

Berkley Program Specialists is a leading insurance operation dedicated exclusively to program business, providing program administrators with the underwriting authority, carrier access, and expertise needed to grow and sustain niche programs.

THE BPS COMPETITIVE ADVANTAGES

Berkley Program Specialists is designed to deliver—responsive when it matters most, collaborative as needs change, and deeply committed to partnership. Our teams move quickly, tailor solutions intentionally, and adapt as risks evolve. Above all, we work side-by-side with our clients, forging relationships that drive long-term success rather than one-time transactions.

RESPONSIVE

We respond quickly and acknowledge every request so partners always know their needs are being addressed without delay.

COLLABORATIVE

We adapt to unique opportunities and borderline-appetite accounts, providing solutions that support program growth.

PARTNERSHIP

We build true partnerships by communicating openly, listening actively, and working collaboratively to achieve shared goals.

THE BPS COMPETITIVE ADVANTAGES

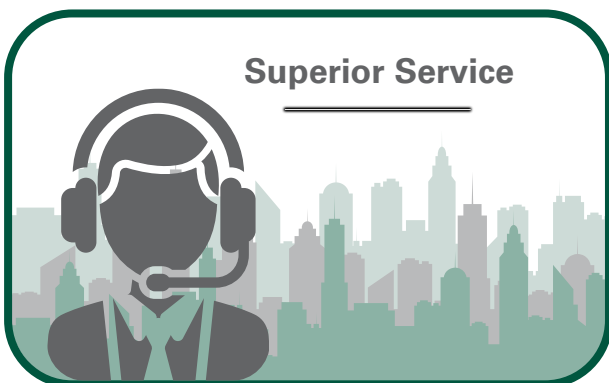
RESPONSIVE

Fast, Reliable Responsiveness That Drives Partner Success

We deliver fast, reliable responsiveness across every stage of the program lifecycle. Our underwriting team averages resolving referrals within **two business days**—over half on the same day—while our streamlined operating structure accelerates decision-making and partner alignment. With declinations kept under 4% in 2024 and under 1% in 2025, partners benefit from a smooth, efficient workflow.



In addition, our in-house claims team maintains caseloads below industry standards to ensure clear communication and an exceptional customer experience from start to finish.





THE BPS COMPETITIVE ADVANTAGES

COLLABORATIVE

We are one of the only program carriers with in-house capacity for admitted and non-admitted paper, reinsurance capacity and custom bolt-on products all available to our PA prospects and partners under one roof. One stop shop relative to value of partnering with Berkley Program Specialists.

Transparency with our partners is a key part of our process. We promote regular communications to program administrators on pricing reviews, claims and underwriting minimizing extra work caused by changes and surprises – including our partners having input in the solution set.

Your One Stop Program Solution

All Under One Roof with Berkley Program Specialists

Admitted Paper

Non-Admitted Paper

BERKLEY PROGRAM SPECIALISTS

Reinsurance Capacity

Custom Bolt-On Products

Average of 2 Business Days on Referrals

50% Same Day

Reinsurance Capacity + Custom Solutions

Trusted Partnership



THE BPS COMPETITIVE ADVANTAGES **PARTNERSHIP**

Partnership for us means more than collaboration—it's a commitment to working side-by-side with our program administrators and adapting to their needs as they evolve. We stay deeply engaged throughout the year, aligning strategies, identifying opportunities, and addressing challenges together. Our flexible approach allows us to adjust quickly, explore creative solutions, and support unique or emerging program needs without adding friction. By combining open communication with a willingness to pivot when needed, we create a partnership model built on trust, responsiveness, and shared success.

As of 2026, our average program relationship is 8.6 years.



TARGET CLASSES



We focus on well-defined target classes that align with our underwriting expertise and program strategy, concentrating on segments where we can deliver meaningful value through specialization, disciplined risk selection, and tailored solutions.



BPS Target Classes for 2026

Affinity or Niche Miscellaneous Professional
Artisan Contractors (non-admitted)

Auto Physical Damage & Motor Truck Cargo

Builders Risk & Contractors Equipment

Cannabis & Psychedelic Centers

Collectibles & Valuables

Contractor's Equipment

Crane & Rigging

Equipment Dealers & Rental Operations

Fine & Family Dining

Golf & Country Clubs

Health & Fitness Facilities

Hole-In-One & Special Events

Outdoor Adventure and Tourism

Pest Control Contractors

Property-only Portfolios (homogenous, lead layer books preferred)

Recreational Marinas

Retail

Self-Storage

Small Precision Manufacturing

Veterinarians

ALSO: Open Brokerage Portfolios Moving to Delegated Underwriting

PROSPECTIVE PROGRAMS



What We Look For

- Robust, credible data sets
- Underwriting acumen and expertise
- Homogenous & Niche portfolios
- Consistent profitability
- Long-term, collaborative partnerships
- Strong distribution relationships
- Partners in search of risk-bearing capacity

START-UP PROGRAM APPETITE



NON-ADMITTED

Non-admitted to provide flexibility

RISK APPETITE

Focused, niche classes of business

EXPERIENCE

A experienced team within an existing Program Administrator

DATA

Industry or other data available for actuarial benchmarking

SUBMISSION PROCESS

Our commitment is to speed and efficiency in the Implementation Process



DUE DILIGENCE CHECK-LIST

01

Actuarial

- Historical Premium by LOB & State
- Detailed Loss Runs
- Rating Algorithms/ LCMs
- Rate Changes
- Large Loss Descriptions

02

Underwriting

- Guidelines
- Limits Profile
- Staff Resumes
- Forms & Rates
- Competitor Details
- Underwriting Files

03

Finance

- Financial Statements
- Insurance Coverage
- Premium Trust
- Disaster Recovery
- Accounting Practices

04

IT

- Operational Processes/Controls & Supporting Systems
- Data Reporting Requirements

05

Claims

- TPA Knowledge & Guidelines
- Licenses & Compliance
- Systems & Data Collection
- Disaster Recovery

06

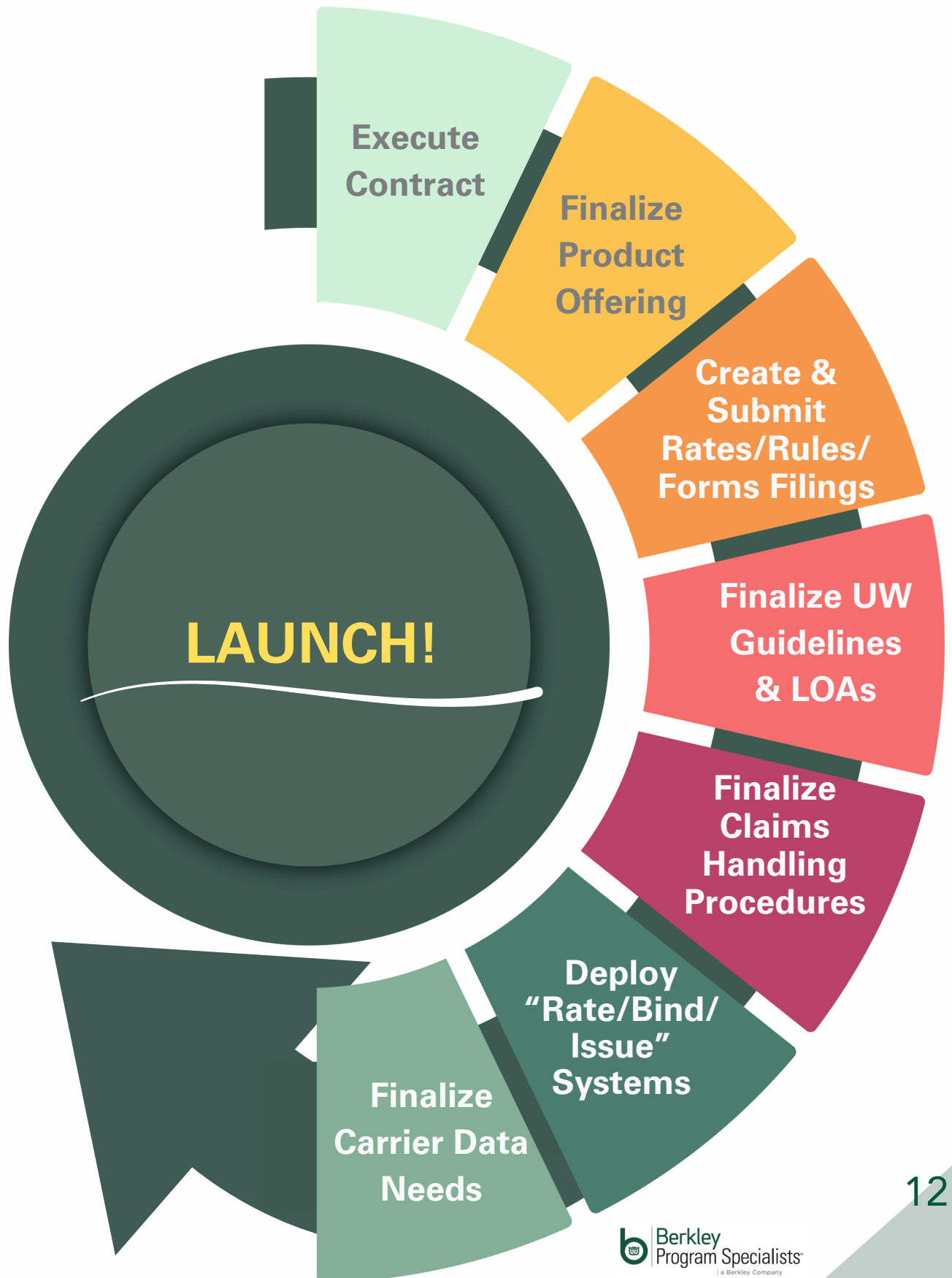
Marketing

- Marketing/ Sales Plans
- Activities Executed & Results



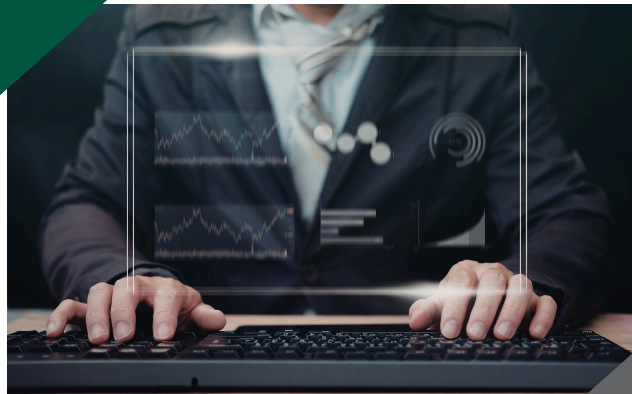
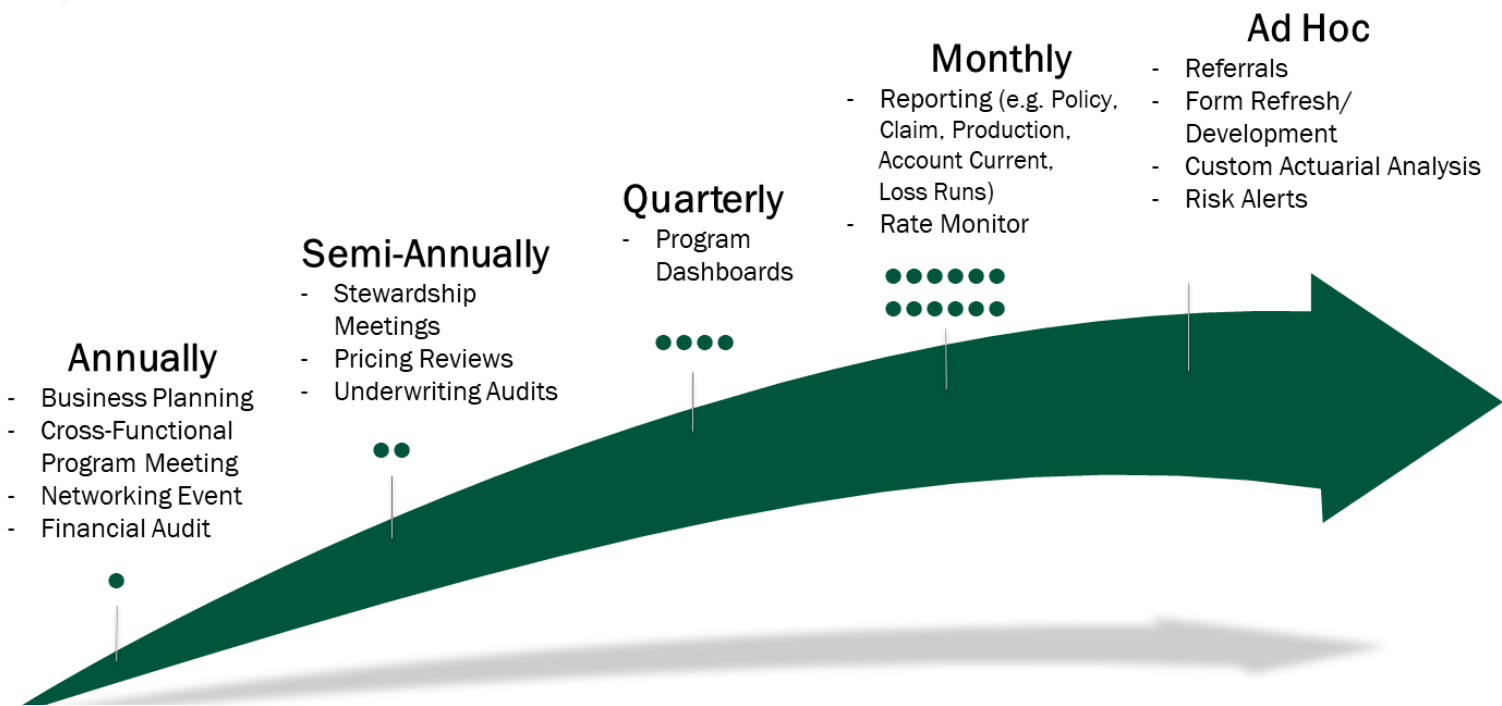
IMPLEMENTATION PROCESS

Our commitment is to speed and efficiency in the Implementation Process



PROGRAM MANAGEMENT

We work with our program administrators throughout the year to align expectations, identify enhancements, monitor progress, and deepen our relationships. By sharing insights openly, discussing challenges early, and providing regular visibility into pricing, underwriting, claims activity, and performance trends, we ensure there are no surprises—only informed decisions and collaborative solutions. This level of ongoing communication strengthens trust, keeps programs on track, and reinforces a true partnership built on clarity, accountability, and shared success.





Berkley Program Specialists
a Berkley Company



Gregory Douglas
President



Jackie Bourret
Chief Underwriting Officer



Kevin Novak
Chief Administrative Officer



Spencer Coyle
Chief Actuary



Peter Corrigan
Business Development Officer



Kevin Landers
AVP Business Development



Julius Colangelo
Chief Information Officer



Joe Piekarski
Chief Claims Officer

THANK YOU



As a company, we are committed to building a future defined by responsiveness, collaboration and strong partnerships. Our vision is to continue expanding our capabilities, strengthening our impact, and creating opportunities that benefit our clients, employees, and partners alike. We are grateful for the trust and support that have enabled our progress so far, and we recognize that our success is rooted in the collective dedication of everyone connected to our organization.



www.berkley-ps.com