



MCPHERSON & NEWLAND INSURANCE
All Forms of Insurance

INFORMATION TECHNOLOGY QUESTIONNAIRE

Including but not limited to the following IT industry operations: computer consultants, computer programming, custom and pre-packaged software developers, website developers, data processing, computer service or repair, computer systems design, development and integration

1. Please describe your 3 largest contracts, projects or agreements:

Customer Name	Size of contract, project or agreement	Description of products & services provided
	\$	
	\$	
	\$	

2. Do you provide any critical* products or services for the following industries or applications?

Critical refers to products or services that can directly have an effect on the operation of medical equipment, a vehicle, military defense and combat systems, fire, process control systems or physical security equipment. Critical does not refer to products or services associated with business functions such as billing, record keeping, appointment scheduling, or any office management application or systems.

Aerospace, military, defense including guidance systems	_____ % of sales
Medical	_____ % of sales
Automotive applications critical to operation or safety	_____ % of sales
Fire, physical security or other emergency systems	_____ % of sales
Manufacturing Process Control/automation	_____ % of sales
Nanotechnology	_____ % of sales
Environmental or pollution controls	_____ % of sales
Gambling or video gaming software	_____ % of sales
Nuclear	_____ % of sales
Petrochemical	_____ % of sales
Quality control software	_____ % of sales
Regulatory compliance software	_____ % of sales
Traffic control communications software and applications	_____ % of sales
Cell phone service or products	_____ % of sales
Online retail "e-tailers"	_____ % of sales
Music sales and download sites	_____ % of sales
Auction sites	_____ % of sales
Online dating services	_____ % of sales
Digital publishing services	_____ % of sales
Social Networking sites	_____ % of sales
Travel booking services	_____ % of sales
Blogs	_____ % of sales
Other _____	_____ % of sales

3. Annual revenue U.S.: _____ Foreign: _____

4. Years in business: _____

5. Years of related/prior experience if in business less than 5 years: _____

6. Do you backup your important data/software daily?
Yes _____ No _____ N/A _____

7. Are customer systems and data backed up prior to the start of a project?
Yes _____ No _____ N/A _____

8. Do you rent vehicles for company business use?
Yes _____ No _____

9. If yes, what are annual vehicle rental costs? \$ _____

When performing work for others:

10. Do you work under the direct supervision of the customer with sign offs obtained at milestones?
Yes _____ No _____ N/A _____

If not always under not under direct supervision from the customer:

11. How often do you obtain sign offs from the customer for work performed?
_____ % of Time

12. Is any electrical work performed?
Yes _____ No _____

13. If yes, is work performed by a licensed electrician?
Yes _____ No _____

14. Do you carry professional/technology E&O liability insurance?
Yes _____ No _____

If yes, please provide:

Company: _____

Policy Term: _____

Limits: _____

Deductible: _____

Retroactive date: _____

Annual Premium: _____