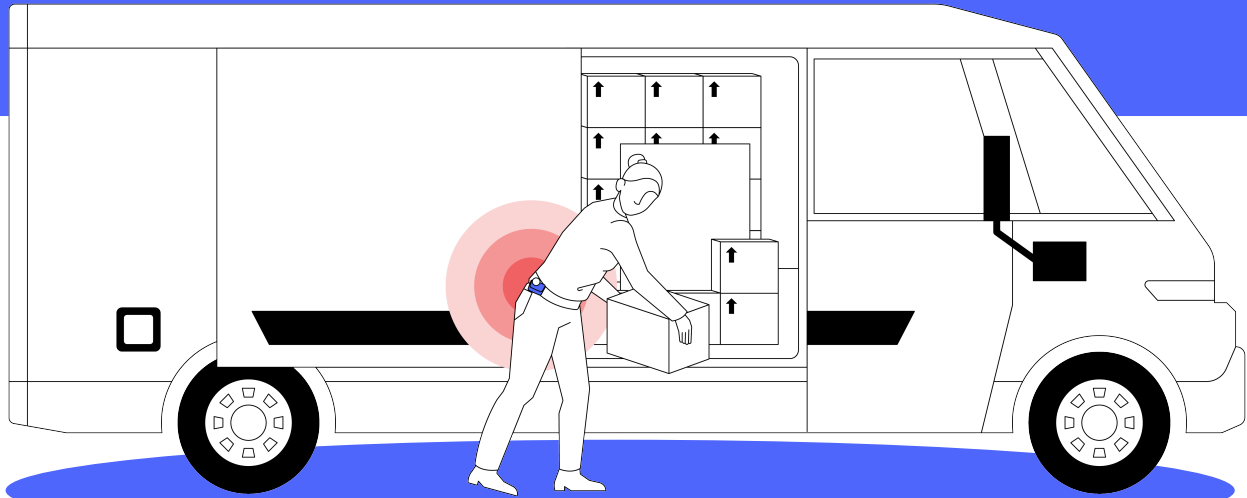




WORKERS' COMPENSATION INSURANCE FOR PARCEL DELIVERY



Every day, parcel delivery workers face workplace hazards that can lead to injury while performing their routine duties. Job-related tasks require workers to repeatedly bend, reach and twist in confined spaces in order to handle and lift potentially heavy or awkwardly-shaped objects. Couriers can develop musculoskeletal disorders (MSDs) from loading and unloading vehicles, lifting and carrying parcels, and driving long stretches on a daily basis.

The rate of workplace injuries and illnesses per 100 full-time workers in the couriers and messengers sector was 6.8 in 2020.

MSDs are the most frequent injury across this workforce, accounting for 38% of total injuries in the sector, in 2018.

An MSD injury can cause workers to lose significant work time. In 2018, delivery services drivers lost a median 16 days of work for MSD-related injuries.





LEADING LOSS DRIVERS

Among parcel delivery workers, strain and sprain claims happen 39% of the time and represent 37% of all costs. The strain and sprain cost per claim is higher than the average claim cost for this industry.

Parcel Delivery Injuries & Claims (Accident Year 2020, NCCI states)

TOTAL CLAIMS:	17,380
TOTAL INDEMNITY CLAIMS:	8,657
TOTAL LOSS INCURRED:	\$299,982,730
TOTAL INDEMNITY INCURRED:	\$167,540,446
AVERAGE COST PER CLAIM:	\$17,260
AVERAGE COST PER INDEMNITY CLAIM:	\$19,353

TOTAL STRAIN & SPRAIN CLAIMS:	6,767
TOTAL STRAIN & SPRAIN LOSS INCURRED:	\$110,380,876
AVERAGE COST PER STRAIN & SPRAIN CLAIM:	\$16,311

% STRAIN & SPRAIN CLAIMS VS TOTAL CLAIMS:	39%
% STRAIN & SPRAIN INCURRED VS TOTAL INCURRED:	37%





FEATURED BUSINESS CLASS: DELIVERY SERVICE PROVIDERS



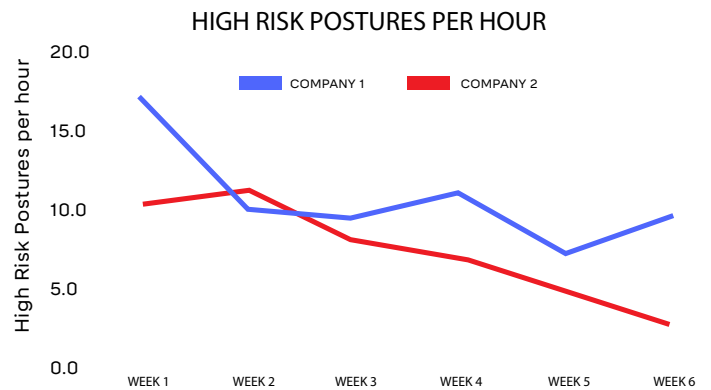
Kinetic Insurance deployed wearable safety tech at two leading U.S. Delivery Service Providers (DSPs), in a six week pilot.

Our Reflex wearable devices were distributed among the contracting companies, with employees recording over 300 hours of data.

During the pilot, data collected from participating employees conclusively demonstrated the wearables' ability to drive risk reduction through behavior change.

DSP 1 employees reduced the number of high risk movements performed by over 40%

DSP 2 employees reduced the number of high risk movements performed by nearly 70%



At both companies, despite differences in age and workload, employees could effectively respond to Reflex's ergonomic feedback and make themselves dramatically safer.

The wearable platform also provided actionable data insights that revealed areas and employees most at risk. Analysis by time of day revealed a consistent pre-noon spike in high risk movements at DSP 1. And a review of hourly high risk movements uncovered that a single employee was driving the bulk of the pre-noon risk. Undertaking action, such as safety training, with the most at-risk employees can help this DSP mitigate risk even further.

“The ability to deploy a wearable device proven to reduce back claims and educate employees on proper lifting techniques is a game changer. The average time an employee is not able to drive with a back claim is three weeks. That’s a serious impact to a carrier's bottom line that can be greatly reduced by utilizing a wearable.”

CHUCK HOLDREN, PRESIDENT & CEO OF SAGE PROGRAM UNDERWRITERS





SAFEGUARD PARCEL DELIVERY WORKERS WITH PROACTIVE WORKERS' COMPENSATION

Musculoskeletal injuries among couriers, drivers and other parcel delivery workers are largely preventable. A proactive approach to workers' compensation can help to mitigate these risks.

At Kinetic Insurance, we put risk prevention first. We take a proactive approach by helping change the way workers move on a daily basis to prevent workplace injuries before they happen. Policyholders are equipped with our wearable tech, which is proven to reduce injuries by 55%, at no extra cost.

The wearables also give employers access to a critical new data set that reveals which areas and employees are most at risk, so they can then take proactive steps to further reduce workplace hazards and control loss.

By providing employers with a workers' comp policy that includes free wearable technology, proven to prevent and reduce workplace injuries and claims, we help to ensure a safer, healthier and more productive workforce. Reduced injury rates also help lower premium costs for policyholders.

“ We have partnered with many of our clients to assist them in taking advantage of the real time data provided with ergonomic wearable technologies. As injury prevention providers, we can quickly identify employees working in high risk postures and intervene early before injury occurs. ”

JIM ALLIVATO, LAT, ATC, CEIS, INDUSTRY DIRECTOR AT ATI WORKSITE SOLUTIONS

VERIFIED LOSS REDUCTION

World-class wearable tech helps protect workers in environments where high strain and sprain injury rates are present, like in the parcel delivery industry. The Kinetic Reflex wearable platform detects high risk behaviors and provides data-driven insights to prevent strain and sprain injuries and claims before they happen.

55%	Strain & Sprain Injury Reduction
72%	Lost Workdays Reduction
50%	Claims Cost Reduction

These results were verified in a 2021 actuarial analysis by Perr&Knight.



“Employees are more concerned with on-the-job safety than ever, especially those on the frontlines of a safety-critical industry like last-mile delivery. To stay competitive, carriers must step up efforts to address worker well being and safety - and wearable tech offers an effective solution.”

GERRITT GRAHAM, EXECUTIVE VICE PRESIDENT OF GROWTH STRATEGY AT KINETIC
HOW WEARABLE TECH CAN HELP COMBAT THE LABOR SHORTAGE, PARCEL MAGAZINE

KINETIC’S PREFERRED EXPOSURES FOR THE PARCEL DELIVERY INDUSTRY

Parcel - All Employees & Drivers • Trucking - Mail, Parcel Package • Trucking - Mail, Parcel Package

KINETIC INSURANCE AGENTS

Kinetic has a limited distribution network; we work with a select group of brokerages that take a proactive approach to risk control and understand the unique risks couriers, drivers and other parcel delivery employers and employees face. We partner with brokers that are at the forefront of innovation in workers’ compensation, and that strive to provide best-in-class risk mitigation consultation to their clients.

Kinetic policies deliver an unbeatable combination of sound coverage, stable pricing and exceptional service to both insureds and agents. We offer best-in-class workers’ compensation insurance coverages, backed by Nationwide, so our appointed agents have the confidence and flexibility to provide their clients the right policy to protect them from risk.



Nationwide

NATIONWIDE IS ON OUR SIDE

In partnership with Nationwide’s E&S Specialty division, Kinetic Insurance is a Managing General Underwriter (MGU), providing workers’ compensation insurance combined with a technology-driven approach to worker safety. Kinetic policyholders can have peace of mind with a policy backed by Nationwide. Benefits include:

- Paper rated A+ Financial Strength XV by both A.M.
- Best and Standard & Poor's
- Best-in-class claims handling
- Easy online account access
- Superior loss control



CONTACT INFO

We’re here to help! Reach out today and a member of our team will get back to you shortly.

(833) 550-0388 – info@kinetic-insurance.com