SOFTWARE DEVELOPER BUSINESS INSURANCE BUYING WORKSHEET

Fill this out before or while requesting quotes. Give every insurer the same description of your services, client contracts and data handling so you can compare policies fairly.

1 **Identify Risks** | 2 **Match Coverage** | 3 **Check Requirements** | 4 **Compare Fit** | 5 **Review Quotes**

1. IDENTIFY THE RISKS IN YOUR SOFTWARE DEVELOPMENT WORK

Record the services you deliver, the client data you handle, and how your projects and team operate.

> **TIP:** Include subcontracted and freelance work. An insurer may price custom application development differently from managed services or SaaS products.

Business name:	**State(s) where you operate:**	**Annual revenue:**
Primary services:	**Years in business:**	**Annual payroll:**
Employees (including contractors):	**Subcontractor costs:**	**Claims in past 5 years:**

Services You Provide

- [ ] Custom software development
- [ ] Web application development
- [ ] Mobile app development
- [ ] SaaS product development
- [ ] API and systems integration
- [ ] Cloud infrastructure and DevOps
- [ ] IT consulting or technical advisory
- [ ] QA testing and code audits
- [ ] Managed services or maintenance

How Your Practice Operates

- [ ] Serve startups or small businesses
- [ ] Serve enterprise or government clients
- [ ] Work under fixed-price contracts
- [ ] Access or store client production data
- [ ] Deploy code to client environments
- [ ] Handle PII, PHI or payment card data
- [ ] Use subcontractors or freelancers
- [ ] Distribute software under your own brand
- [ ] Maintain open-source contributions

Compare Two Client Projects

PROJECT	SCOPE AND VALUE	CLIENT DATA HANDLED	SUBCONTRACTED WORK	WHAT COULD DISRUP
Routine				
Larger / Unusual				

Anything an insurer should know about your work:

2. MATCH YOUR BUSINESS RISKS TO COVERAGE

Check each trigger that describes your business, then record what the insurer needs to confirm.

APPLIES?	BUSINESS TRIGGER	COVERAGE TO ASK ABOUT	DETAILS TO CONFIRM
☐	You deliver code, technical advice or system designs that clients depend on for their operations.	**Professional liability (E&O)**	Covered services, retroactive date and contract dispute defense
☐	Your systems store client source code, credentials, PII or payment data.	**Cyber insurance**	Data types covered, breach response, ransomware and regulatory fines
☐	Clients or vendors visit your office for meetings or working sessions.	**General liability**	Covered premises, limits and exclusions
☐	You hire employees, contractors or freelance developers.	**Workers' compensation**	Payroll, job classifications and state rules
☐	You lease or own office space with equipment, servers or dev hardware on-site.	**Commercial property**	Covered equipment, replacement cost and business interruption
☐	You or staff travel to client sites for on-premises work or deployment.	**Commercial auto**	Drivers, business use and physical damage
☐	A client contract or master services agreement requires limits above your base policies.	**Commercial umbrella**	Underlying policies and added limit
☐	You want to bundle general liability with office property protection in one policy.	**Business owner's policy**	Included coverages, sublimits and endorsements
☐	Your software product could cause financial loss, data exposure or operational failure for end users.	**Technology E&O / product liability**	Covered products, SaaS uptime failures and third-party claims

KEEP IN MIND: A trigger tells you when to ask about coverage. It does not guarantee that every loss will be paid. Confirm the policy's limits, deductible and exclusions.

My Coverage Questions:

3. CHECK CONTRACT AND COMPLIANCE REQUIREMENTS

Use the insurance section of your MSAs, SOWs and any regulatory or compliance frameworks you follow.

Documents to Gather

- ☐ Master services agreements (MSAs)
- ☐ Statements of work (SOWs)
- ☐ Existing certificates & endorsements
- ☐ Subcontractor or freelancer agreements
- ☐ Compliance framework requirements
- ☐ Office lease agreement

Contract and Compliance Requirements

REQUIREMENT	REQUIRED AMOUNT OR WORDING	WHO REQUIRES IT?	DEADLINE
Professional liability (E&O) limit			
Cyber insurance minimum			
Technology E&O / product liability limit			
General liability limit			
Workers compensation proof			
Additional insured endorsement			
Waiver of subrogation			
SOC 2 or compliance-related coverage			
Certificate of insurance (COI)			

Details That Affect Your Limits and Quote

Largest client contract value:	**Total client records or data sets stored:**
Revenue from SaaS or product sales:	**Number of subcontractors or freelancers:**
Annual payroll:	**Deductible you can pay:**

Verification Checklist

- ☐ Insurer reviewed actual MSA and SOW terms
- ☐ Named insured matches legal business name
- ☐ Client added through endorsement if required
- ☐ COI matches policy after all changes
- ☐ SaaS and product liability confirmed as covered
- ☐ Policy starts before active project deadlines

DO NOT STOP AT THE CONTRACT MINIMUM: Your client's MSA requirements protect them. Check whether your own IP exposure, subcontractor errors, SaaS uptime obligations and stored client data also have the protection your business needs.

4. CHOOSE AN INSURER THAT COVERS YOUR BUSINESS

Confirm that each insurer accepts your services and the project types and contract terms you operate under.

Provider Eligibility and Fit

QUESTION	RESPONSE (A / B / C)	NOTES
Does the insurer specifically cover software development and technology services?		
Will it cover both custom development and SaaS or product-based revenue under one policy?		
Does the policy include coverage for IP infringement claims against your work?		
How does it treat defects or failures in code written by subcontractors or freelancers?		
Can it provide adequate cyber coverage for client source code, credentials and PII you store?		
Does it offer prior acts coverage back to your first client project?		
Can you get a revised COI quickly enough to meet an enterprise client's MSA deadline?		
Does the policy cover breach of contract claims tied to missed deadlines or undelivered features?		
Who manages the claim if your software causes a data breach at your client's customer level?		

Rank Your Priorities - Choose Your Top Four

- ☐ E&O depth for code defects and project disputes
- ☐ Technology product liability protection
- ☐ IP infringement defense coverage
- ☐ Subcontractor and freelancer coverage
- ☐ Cyber coverage for client data and source code
- ☐ Fast COIs for enterprise MSA onboarding
- ☐ Claims support for multi-party breach incidents
- ☐ Bundling options across coverage types

My Must-Have Provider Features:

5. COMPARE QUOTES AND POLICY TERMS BEFORE BUYING

Compare quotes built from the same services, contract values, data exposure and requested limits.

Side-by-Side Quote Comparison

COMPARISON POINT	QUOTE A	QUOTE B	QUOTE C
Provider / underwriting insurer			
Monthly and annual premium			
Professional liability (E&O) limit/deductible			
Retroactive date and prior acts coverage			
Cyber insurance limit and sublimits			
Technology E&O / product liability limit			
General liability limit/deductible			
Workers' comp payroll and classifications			
Commercial property covered items			
IP infringement defense coverage			
Subcontractor and freelancer coverage terms			
SaaS uptime and service-level failure coverage			
Major excluded services or project types			
COI and endorsement process			
Claims contact and reporting method			

Final Policy Verification

- ☐ All services and project types described correctly
- ☐ Contract values and subcontractor costs match quote
- ☐ Client data types and storage confirmed
- ☐ MSA limit and endorsement requirements included
- ☐ You understand audit and cancellation terms
- ☐ You know insurer and how to report a claim

Final Selection

Chosen provider:	Why this provider fits:	Policy #:	Next review:

REVIEW YOUR COVERAGE WHEN: You launch a SaaS product, sign an enterprise MSA with higher limit requirements, begin handling PII or payment data, hire developers or subcontractors, or take on government contracts with compliance obligations.