

**Date:** June 17, 2019  
**To:** Berkshire Hathaway GUARD Retail Agencies  
**Subject:** Now Considering Amazon Delivery Service Partners for Workers' Comp!

## Now Considering . . . **amazon Delivery Service Partners for Workers' Comp!**

As part of our ongoing effort to be your preferred market for an even broader range of business, we are excited to announce that we will now consider Workers' Compensation submissions for Amazon Delivery Service Partners (DSPs) in all states except Massachusetts. Amazon DSPs are independent parcel delivery businesses that have a contract with and deliver primarily for Amazon.

### Underwriting Guidelines

- Applicants must be a designated Amazon DSP and must have completed the Amazon DSP training program.
- Delivery vehicles must be leased through the Amazon DSP program or meet Amazon's strict delivery vehicle guidelines for telematics that monitor driver speed, braking, seat belt usage, and vehicle location.
- Pre-employment background checks must be conducted for all drivers, including MVR check and drug screening.
- A comprehensive new driver training program must be in place, including safe-driving habits, efficient route management, and safe lifting techniques.
- A comprehensive accident review process, including an accident report and post-accident drug screening, must be in place.
- Parcel delivery businesses that are not a designated Amazon DSP will not be considered as part of this program but may be entertained in select states when certain criteria are met.\*

### Submission Information

Applicants should be submitted via our standard **GUARD E-Z Rate** platform. Please select the class code description: **Trucking – Mail Parcel, Package (Specialty)**. All submissions will be quoted via NorGUARD Insurance Company and thoroughly underwritten.

**Questions?** Simply contact your Producer Relations Advisor or Field Representative.

\*For more information, refer to our **Trucking Pilot** flyer available via the *Agency Service Center > Tools & Resources > Workers' Compensation* page.

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