INDUSTRIAL AUTOMATION & ROBOTICS INTEGRATOR SUPPLEMENTAL

For robot system integrators, automation builders, and controls engineering firms that design, program, install, and commission robotic cells, cobot applications, conveyors and material handling, vision, PLC and safety controls, and mobile robots in customer plants. Machinery builders use CWCO-SUP-MACHMFG; equipment dealers use CWCO-SUP-INDEQ. Complete with ACORD 125/126. Attach a project list for the past 3 years, a sample customer contract, a sample risk assessment, the commissioning and lockout procedure, and five years of loss runs.

1 APPLICANT / BUSINESS INFORMATION

LEGAL BUSINESS NAME | DBA | FEIN | YEARS IN BUSINESS

BUSINESS ADDRESS | CITY / STATE / ZIP | WEBSITE

Entity type:
☐ Sole proprietor ☐ Partnership ☐ LLC ☐ Corporation ☐ Nonprofit

PRIMARY CONTACT / TITLE | PHONE | EMAIL

ROBOT BRANDS INTEGRATED (FANUC, ABB, KUKA, ETC.) | PROFESSIONAL ENGINEER LICENSES / STATES

2 OPERATIONS

SERVICE	% OF REVENUE

Services: robotic cell design and build; collaborative robot applications; conveyor and material handling; machine tending; welding and painting cells; vision and inspection; PLC, HMI, and safety controls programming; autonomous mobile robots; retrofits and relocations; service and support contracts.

Customer industries (check all that apply):
☐ Automotive ☐ Food and beverage ☐ Packaging ☐ Pharmaceutical / medical ☐ Warehousing / logistics ☐ Metals and fabrication
☐ Electronics ☐ Aerospace / defense

Size:
☐ Projects per year ☐ Largest contract ($000s) ☐ Engineers ☐ Field technicians ☐ Countries worked in

2-1 Does the applicant build cells in its own shop before shipping them to the customer? ☐ Yes ☐ No
IF YES, EXPLAIN

3 EXPOSURE & RISK QUESTIONS — RISK ASSESSMENT, SAFEGUARDING & COMMISSIONING

Under ANSI/A3 R15.06-2025 the integrator owns the risk assessment for the whole robot application. A Tesla technician is seeking $51 million from Tesla and FANUC after a robot arm struck him during disassembly; Tesla moved to dismiss on workers' compensation grounds.

3-1 Is a written risk assessment to ANSI/A3 R15.06-2025 (ISO 10218-2) completed for every cell? ☐ Yes ☐ No
IF NO, EXPLAIN

3-2 Is the customer's team included in the risk assessment? ☐ Yes ☐ No
IF NO, EXPLAIN

3-3 Are safety functions validated and documented before handover? ☐ Yes ☐ No
IF NO, EXPLAIN

3-4 Are collaborative applications tested against force and pressure limits? ☐ Yes ☐ No
IF NO, EXPLAIN

This supplemental is an intake document. It does not replace any carrier application and affords no coverage.

3-5 Do integrators ever disable, bypass, or mute safeguards during commissioning? ☐ Yes ☐ No
IF YES, EXPLAIN

3-6 If yes to 3-5, is a written procedure used to restore and verify them? ☐ Yes ☐ No
IF NO, EXPLAIN

3-7 Do field crews follow written lockout procedures that cover stored energy (counterweights, springs, air)? ☐ Yes ☐ No
IF NO, EXPLAIN

3-8 Are safety-rated PLCs or controllers used for all safety functions? ☐ Yes ☐ No
IF NO, EXPLAIN

3-9 Does the applicant relocate, retrofit, or modify robots installed by others? ☐ Yes ☐ No
IF YES, EXPLAIN

3-10 Does the applicant integrate autonomous mobile robots in areas with pedestrians? ☐ Yes ☐ No
IF YES, EXPLAIN

3-11 Has a worker been injured by a system the applicant built in the past 10 years? ☐ Yes ☐ No
IF YES, EXPLAIN

4 EXPOSURE & RISK QUESTIONS — PERFORMANCE, CONTRACTS & CYBER

Missed throughput, late start-up, and line downtime are professional and contract claims that general liability policies exclude. The 2025 standards add cybersecurity and remote access to the integrator's design duties.

4-1 Do contracts guarantee throughput, cycle time, or uptime? ☐ Yes ☐ No
IF YES, EXPLAIN

4-2 Do contracts include liquidated damages for late completion? ☐ Yes ☐ No
IF YES, EXPLAIN

4-3 Do contracts exclude consequential damages such as lost production? ☐ Yes ☐ No
IF NO, EXPLAIN

4-4 Do contracts cap the applicant's total liability? ☐ Yes ☐ No
IF NO, EXPLAIN

4-5 Has a customer withheld payment or claimed a system failed acceptance in the past 5 years? ☐ Yes ☐ No
IF YES, EXPLAIN

4-6 Does the applicant keep remote access to installed systems? ☐ Yes ☐ No
IF YES, EXPLAIN

4-7 If yes to 4-6, is remote access protected by multi-factor authentication? ☐ Yes ☐ No
IF NO, EXPLAIN

4-8 Is program code backed up and version-controlled for every project? ☐ Yes ☐ No
IF NO, EXPLAIN

4-9 Are subcontractors (electricians, riggers, programmers) required to carry insurance naming the applicant? ☐ Yes ☐ No
IF NO, EXPLAIN

4-10 Does the applicant export systems or work at plants outside the U.S.? ☐ Yes ☐ No
IF YES, EXPLAIN

5 PAYROLL, SALES & REVENUE

ANNUAL GROSS REVENUE ($)	ENGINEERING / PROGRAMMING REVENUE ($)	HARDWARE PASS-THROUGH ($)	TOTAL ANNUAL PAYROLL ($)

This supplemental is an intake document. It does not replace any carrier application and affords no coverage.

6 PRIOR INSURANCE & LOSS HISTORY

Attach currently valued loss runs for the last 5 years.

GL / PRODUCTS CARRIER / LIMIT	PROFESSIONAL / TECH E&O LIMIT	UMBRELLA / EXCESS LIMIT

DATE OF LOSS	DESCRIPTION	TOTAL INCURRED ($)	OPEN / CLOSED

6-1 Has a customer claimed lost production or downtime caused by the applicant's work? ☐ Yes ☐ No
IF YES, EXPLAIN

6-2 Has a customer's equipment or product been damaged during installation or start-up? ☐ Yes ☐ No
IF YES, EXPLAIN

6-3 Has any carrier declined, cancelled, or non-renewed coverage for this operation in the past 5 years? ☐ Yes ☐ No
IF YES, EXPLAIN

6-4 Is the applicant aware of any incident or circumstance that could give rise to a claim? ☐ Yes ☐ No
IF YES, EXPLAIN

7 RISK MANAGEMENT & SAFETY

7-1 Is there a design review and sign-off by a senior engineer before any cell ships? ☐ Yes ☐ No
IF NO, EXPLAIN

7-2 Are operator training and manuals delivered with every system? ☐ Yes ☐ No
IF NO, EXPLAIN

7-3 Are field incidents and near misses on customer sites logged and reviewed? ☐ Yes ☐ No
IF NO, EXPLAIN

8 SIGNATURE & FRAUD WARNING

The undersigned declares that the statements and answers given in this supplemental are true, complete and correct to the best of their knowledge, and that no material fact has been withheld or misstated. The applicant agrees that this supplemental, together with all ACORD applications and attachments, forms the basis of any submission to insurers and may be relied upon by them. Signing this supplemental does not bind coverage. This supplemental is an intake document prepared by Cory Washington & Co. LLC to support carrier submission; it does not itself provide coverage.

FRAUD NOTICE: Any person who knowingly and with intent to defraud any insurance company or other person files an application for insurance containing any materially false information, or conceals for the purpose of misleading information concerning any fact material thereto, may be committing a fraudulent insurance act, which is a crime and may subject such person to criminal and civil penalties. State-specific fraud warnings appear on the insurer's application.

APPLICANT / AUTHORIZED SIGNATURE (TYPE FULL NAME)	TITLE	DATE

PRODUCER — CORY WASHINGTON & CO. LLC	PRODUCER SIGNATURE (TYPE FULL NAME)	DATE

This supplemental is an intake document. It does not replace any carrier application and affords no coverage.