

Pull out your current policy and check the box next to any coverage you can confirm is already in place — anything unchecked is worth a quick conversation with your advisor. Coverage checklist for managed service providers and IT services firms. Priorities reflect typical exposure; confirm against client count and security services.

COREPREVALENTSITUATIONAL

— Core: almost always needed · Prevalent: commonly carried by businesses in this class · Situational: depends on specific exposure

COVERAGE	WHY THIS BUSINESS NEEDS IT	PRIORITY
☐ Technology E&O (incl. Network Security Liability)	Covers client claims when the MSP's services or access cause a breach or outage.	CORE
☐ First-Party Cyber	Covers the MSP's own breach response, ransomware, and business interruption.	CORE
☐ Contingent / Dependent Business Interruption	Covers losses when an RMM or software vendor is compromised.	PREVALENT
☐ Commercial General Liability	Covers bodily injury and property damage at client sites.	CORE
☐ Crime / Social Engineering	Covers funds lost to fraud and fake invoices.	PREVALENT

COMMON COVERAGE GAP FOR THIS CLASS

The most commonly missed gap for this class is E&O limits sized for a multi-client event. In the 2021 Kaseya attack, ransomware spread through a remote-management tool to about 50-60 MSPs and up to 1,500 of their clients at once — and each client can bring its own claim. MSPs should confirm their technology E&O includes network security liability, that aggregate limits fit their client count, and that phishing-resistant MFA and segmentation are in place across every client tool.

IMPORTANT — PLEASE READ

This checklist is a free educational tool from Cory Washington & Co. to help you review your own coverage and have a more informed conversation with a licensed insurance professional. It is general information only — not insurance, legal, or financial advice, and not a recommendation to buy, change, or cancel any policy. The Core / Prevalent / Situational labels describe general patterns observed for this class of business — what is commonly carried, not a personalized recommendation or needs analysis for your specific operations. Coverage terms, availability, limits, and requirements vary by policy, carrier, and state, and only the language in your actual policy governs what is and isn't covered. Checking or leaving blank any item above does not indicate that you are adequately insured or under-insured. Using this checklist does not create a client, agency, or fiduciary relationship. Always consult a licensed professional about your specific situation.