TRAVELERS

Connected Protection:
The Travelers IoT Vendor Program

Water leaks, malfunctioning refrigeration and broken manufacturing equipment are all common issues that could potentially lead to serious business interruptions if not proactively identified and addressed. Through advancements in internet-connected and smart technologies, commonly referred to as the Internet of Things (IoT), there are devices that can alert you to these types of risky situations and may even help prevent certain types of losses from occurring.

The Connected Protection program is here to help you understand these technologies and identify those that may be right for you.

What is the Connected Protection program?

The **Connected Protection program** helps our Business Insurance customers reduce risk by introducing them to IoT risk mitigation solutions and connecting them with participating vendors that offer IoT devices. In developing this program, Travelers identified areas of potential benefit for business customers and identified vendors with the IoT solutions appropriately suited to address particular needs. Additionally, these vendor products have been thoroughly vetted and piloted by Travelers and its customers.

Travelers specialists are eager to help customers considering these solutions and devices. Depending on the product and other criteria (such as location), discounted vendor pricing may also be available.

The vendors in the program offer a broad range of IoT devices to address risks related to property or industrial activities, including:
· Water detection, flow monitoring and automatic shutoff
· Temperature and environmental monitoring
· Machine health or vibration monitoring
· Power monitoring
· Occupancy and motion detection

Vendor Overview

The initial three vendors participating in the Connected Protection program are shown below, along with highlights of their product offerings. Additional vendors will be added over time; device product and service offerings are subject to change.

	MONNIT	WINT Water Intelligence	tattletale
Water Detection	✔	NA	✔
Water Flow Monitoring and Shutoff	NA	✔	NA
Temperature and Environmental Monitoring	✔	NA	✔
Occupancy and Activity Monitoring	✔	NA	✔
Security	NA	NA	✔
Machine Health Monitoring	✔	NA	NA
Pricing Model	Buy	Subscription	Buy
Installation Method	Self-Install	Professional	Self-Install
Communication Options	Wi-Fi and Cellular	Cellular	Cellular
Potential for Travelers Discount*	Yes	Yes	Yes

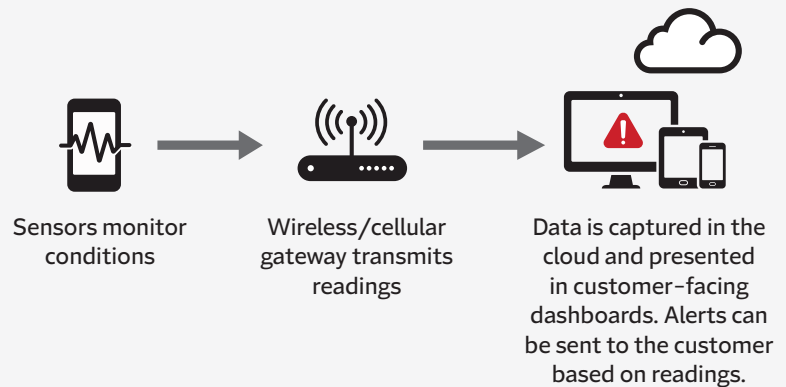*Discounts may vary by state and individual risk characteristics. Discounts are subject to eligibility and availability; do not apply to all coverages; and are not guaranteed.

What is IoT?

The term "Internet of Things" simply refers to devices or other physical objects that are connected to the internet. In the context of risk mitigation, IoT devices are enhanced with sensors to provide users with real-time feedback and alerts through a smartphone or online dashboard. Users can interact with IoT devices, or these devices can incorporate software or "smart" features to help mitigate risks when issues arise. Through cloud computing and other software features, IoT devices present the potential for gathering analytics to help users explore future risk solutions. These devices can be considered "passive," i.e., will alert you to certain conditions like a change in temperature, or can be "active," i.e., will do something when something else happens, like turn off the water or dispatch local authorities.

You may have seen this trend in your personal life with devices like smart speakers, smart doorbells and even smart devices that will tend to your pets and feed them treats. The growth doesn't stop there. We've seen all types of businesses using IoT devices to streamline operations by monitoring and tracking cargo or assets, increase worker safety with "wearables," or prevent crime with security-related applications.

How does IoT work?

Sensors monitor conditions

Wireless/cellular gateway transmits readings

Data is captured in the cloud and presented in customer-facing dashboards. Alerts can be sent to the customer based on readings.

What are the benefits of IoT?

Depending on the type of IoT device and how it's used, benefits may include:

Reduced maintenance activities

Ability to remotely monitor facilities

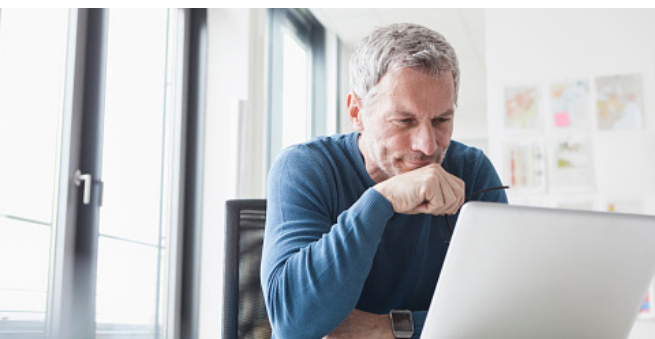Shifting from reactive to proactive maintenance

Cost savings

Optimizing operations and reducing risk

Actionable insights

How can I participate? If you are interested in learning more about these solutions and the available discounts, or getting expert guidance from our team of specialists, please contact us at: TRVIoT@travelers.com. Purchasing is available directly through the vendor websites and their sales teams. See the supplemental resources for detailed information.

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