



**BORDERLESS COVERAGE**  
POWERED BY RELIANCE PARTNERS

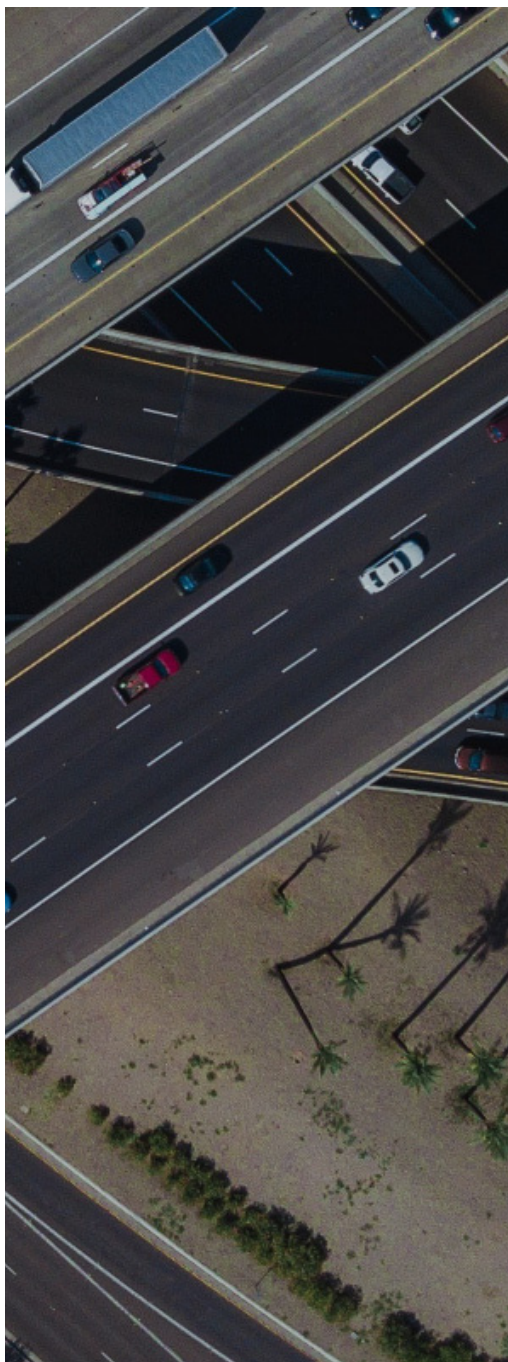
# CROSS BORDER INSURANCE AND CONSULTING



Specializing in North American Cross Border and  
International Supply Chain Insurance

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# TRUSTED PARTNER. **TRUSTED ADVISOR.**



Reliance Partners is America's fastest-growing, privately-held insurance agency for the transportation and logistics space.

The agency was built by people who understand the trucking and freight broker industries. We know how to match an insurance strategy with your business goals. We're driven to help you succeed.

Reliance Partners brings a vibrant & energetic culture to an old-school industry—a competitive advantage in an evolving market. We recognize that diversity of perspective drives us to success. The transportation industry itself is highly diverse, and we aim to replicate that diversity within our team.

- > 24 Nationalities Represented
- > 22 Languages Spoken
- > Bilingual Customer Service Teams
- > 51% Female (44% Female Management)
- > Veteran Hiring Program

# WE DRIVE RESULTS & VALUE

Borderless Coverage is a Reliance Partners' business that enables international companies to conduct safe and profitable business in North America and across North American borders.

Our team consists of business minded cross border supply chain consultants, economists, insurance experts, lawyers, and global trade agreement negotiators including the most recent lead negotiators of USMCA from Mexico.



## **CROSS BORDER & INTERNATIONAL SUPPLY CHAIN INSURANCE**

Borderless Coverage is proud to offer insurance to a wide range of businesses in the North American shipping industry. A.M. Best has assigned our alliance a Financial Strength Rating (FSR) of A (Excellent).

- Transportation and Logistics Insurance
- Self-Insurance and Captive Programs
- Usage Based Insurance

## **CROSS BORDER & INTERNATIONAL SUPPLY CHAIN CONSULTING**

Borderless Coverage takes an unbiased approach towards consulting. We bring international organizations the solutions and strategies that are best fit for their specific needs to optimize cross-border trade performance while mitigating.

- USMCA & International Trade Consulting
- Cross Border Distribution Strategy
- Mexican Transportation Management Consulting



# TRANSPORTATION AND LOGISTICS INSURANCE

When crossing borders, many organizations do not understand that insurance law, standards, and enforceability change. Often times, shippers will take on the full responsibility of their cargo when it is moved into Mexico without knowing it. We work with our clients to formulate an insurance strategy that offers the flexibility and control you need that yields both compliance and new business. We work with international organizations that are looking to start or grow their footprint in Mexico, the United States, or Canada.

## EXAMPLES OF THE DOMESTIC AND CROSS BORDER INSURANCE SOLUTIONS WE PROVIDE OUR CLIENTS ARE:

- Logistics Liability Insurance
- Cargo Insurance
- Errors and Omissions Insurance
- Warehouse Legal Liability
- Truck Insurance (For fleets with over 50 units)
- Contingent Auto & Freight Broker Liability Insurance
- Cross Border Business Insurance

At Borderless Coverage, we build comprehensive insurance programs for our international clients.





# SELF-INSURANCE AND CAPTIVE PROGRAMS

The trucking insurance market has been more volatile than ever and has unfortunately forced many well known asset based trucking organizations to close their doors. Fortunately, if you are a mid to large sized trucking company with a history of solid financial performance and excellent safety program, a self insurance option could get you the control and flexibility you need while driving down costs. A captive is owned and operated by its insureds, who are the principal beneficiaries of underwriting profits and corresponding investment income. Borderless Coverage has out of the box insurance programs that your group could capitalize on.

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## **BENEFITS OF CROSS BORDER TRUCKING CAPTIVES:**

- Option to include B-1 CDL drivers
- Provides funding for deductibles and self-insured retentions
- Specifically created for cross border trucking companies and their affiliates who operate in Canada, the United States, and Mexico
- Maximizes claims management
- Realize potential financial benefits, including tax and long-range planning

The Borderless Coverage Cross Border Consulting Team provides free feasibility studies to help you determine your risk appetite, coverage objectives, and the most favorable captive option for your future.



# USAGE BASED INSURANCE

Small to medium sized companies have no desire to invest in expensive annual insurance policies that cover high value shipments and/or Mexican and international shipments. Large companies who are self insured with high deductibles hate forking over large sums of cash to pay for claims. Borderless Coverage's Shipper's Interest Usage-Based Cargo Insurance program or what the industry now calls "UBI" gives Logistics Service Providers and Shippers the ability to obtain All-Risk full or partial value coverage on their when they need it. Coverage can be obtained on a per load, project, or client-specific basis.

## **BENEFITS OF IMPLEMENTING THE BORDERLESS COVERAGE UBI PROGRAM:**

- Flexibility to obtain coverage on a per load, project, or client-specific basis.
- Can cover the cargo from the moment of pickup until final delivery eliminating discrepancies at border during transloading process.
- Enables Logistics Service Providers to obtain cost effective Excess (also called High Value or Spike) Insurance on high value or theft prone commodities that Operational Sales teams will typically shy away from, which can yield higher margins.
- Low deductibles. – Cost is a fraction of the load value.
- Gold standard for International and Mexican cargo risk management.

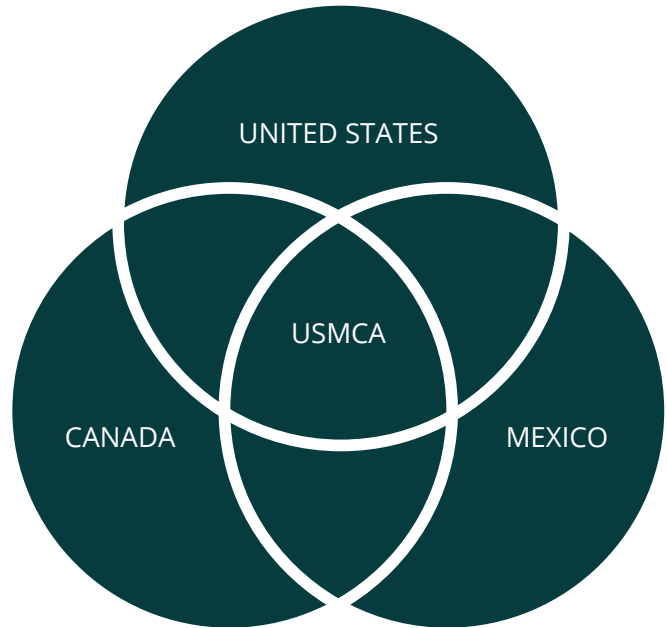
At Borderless Coverage, we build flexible insurance programs for our clients that operate both domestically and internationally.





# USMCA & INTERNATIONAL TRADE CONSULTING

The United States - Mexico - Canada Agreement (USMCA) was adopted and implemented on July 1, 2020. It is now imperative for experts and organizations that conduct North American cross border business to update their NAFTA program, comply with new USMCA customs procedures, digitally update disciplines, and capitalize on new trade & investment opportunities.



Our team use a unique approach that covers all angles of analysis and integrates all legal, economic, and international supply chain viewpoints. Our team has been a part of the most relevant trade negotiation processes worldwide, such as CPTPP, Mexico- European Union Trade Agreement, USMCA, NAFTA, and the Pacific Alliance, among others. Additionally, they have represented Mexico in international fora and organizations such as the Asia-Pacific Economic Cooperation Forum (APEC), the Organization for Economic Cooperation and Development (OECD) and the World Trade Organization (WTO).





# **CROSS BORDER DISTRIBUTION STRATEGY**

Geopolitical events such as the US-China trade war, USMCA implementation, and of course the pandemic have yielded unprecedented nearshoring of manufacturing and distribution operations in North America. Cross border mergers and acquisitions, shifts in demand and sourcing partners, or distribution consolidation may justify repositioning distribution centers, repurposing manufacturing or packaging facilities for distribution, relocating product and safety stock, utilizing 3PLs, or leveraging pop-up warehouses.

## **DISTRIBUTION NETWORK OPTIMIZATION SERVICES**

- Cross Border distribution network design fulfillment strategy
- DC utilization studies
- Consulting for acquisition of cross border multi-mode transportation, brokerage, and 3PL companies
- Consolidation analyses
- Location analysis and site selection
- Transportation optimization
- Inventory deployment and flow strategies
- Statistical KPI development and performance assessment
- 3PL selection and implementation
- Ensure capacity by prescribing an ideal size, purpose, and configuration for each distribution center







# MEXICAN TRANSPORTATION MANAGEMENT CONSULTING

Many international shippers, especially in the United States and Canada, see shipping across the US/Mexico border and Mexican distribution as a major supply chain obstacle. Top companies who have conducted cross border business for decades still regard the border and Mexico as the “black hole” when it comes to inventory and shipment tracking. With today’s technology and reformed law, it does not have to be this way.

Borderless Coverage drives results and value for its clients that are looking to start or optimize its cross border and Mexican shipping and distribution operations. Our bilingual experts use your data to create and model top cross border shipping and distribution scenarios. We collaboratively work with your team to determine the practical and ideal path for your supply chain.

## WE RECOMMEND AND IMPLEMENT THE FOLLOWING:



Customs & Compliance



Ocean Freight Forwarding



Ground Transportation



Warehousing & Order Fulfillment



Final Mile Distribution



Omni - Channel Logistics



Cross Border Parcel Solutions



# FOCUS ON YOUR DESTINATION. LET US WATCH YOUR BACK.

Reliance Partners is America's fastest-growing commercial insurance agency serving the transportation and logistics space.

Let our team help you reduce your overall cost of risk and accelerate your business growth.

learn more at

**[BORDERLESSCOVERAGE.COM](https://borderlesscoverage.com)**

email us at

**[BORDERLESS@RELIANCEPARTNERS.COM](mailto:Borderless@ReliancePartners.com)**

call us at

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connect with us

