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**Tender Demands:
Let's Talk Through This First. . .**

November 4, 2016



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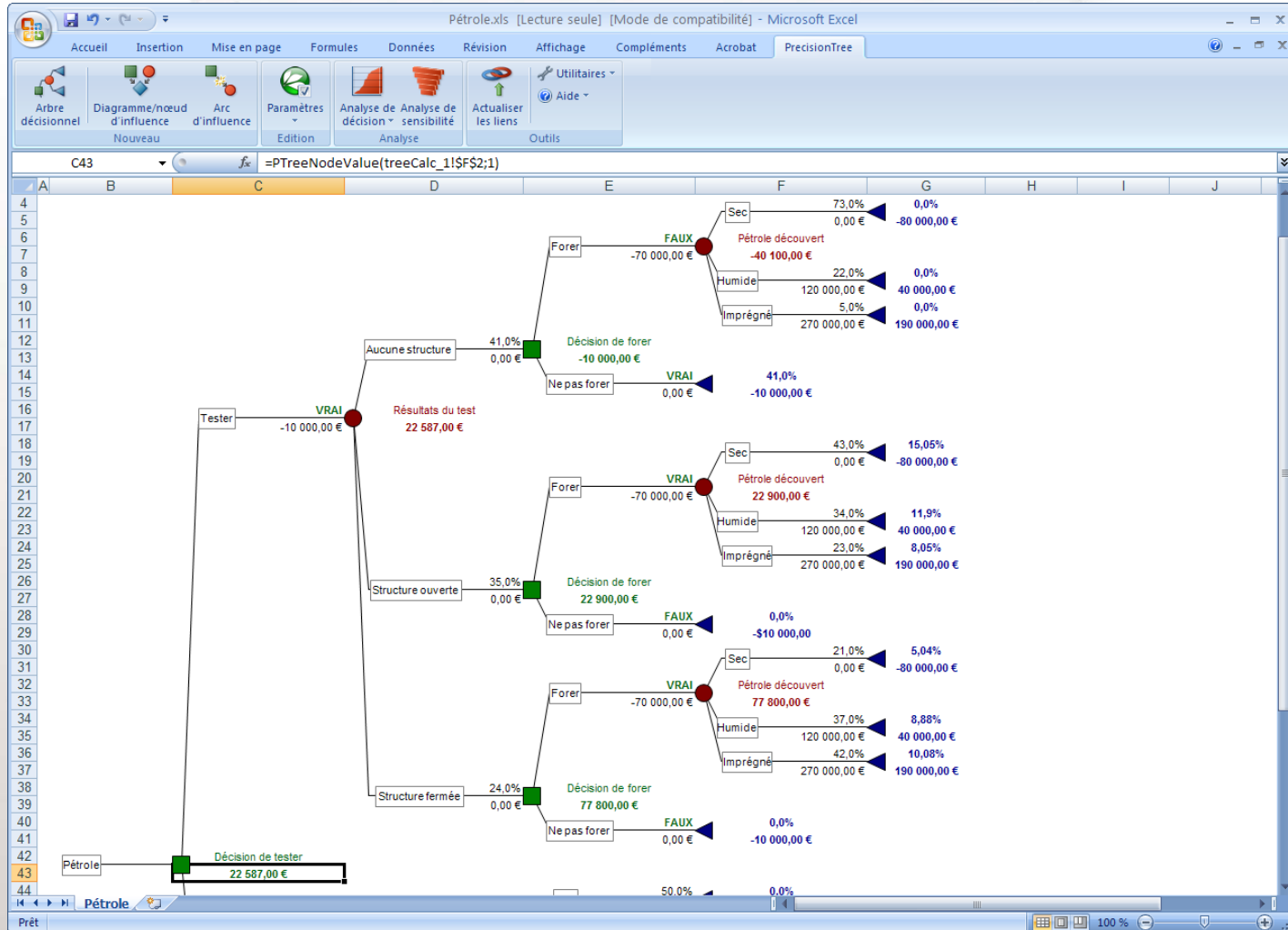
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Considerations with Respect to the Handling of Tender Demands

Tender Demands Generally

- Legal Framework for Determining Obligations Arising from Tender Demands



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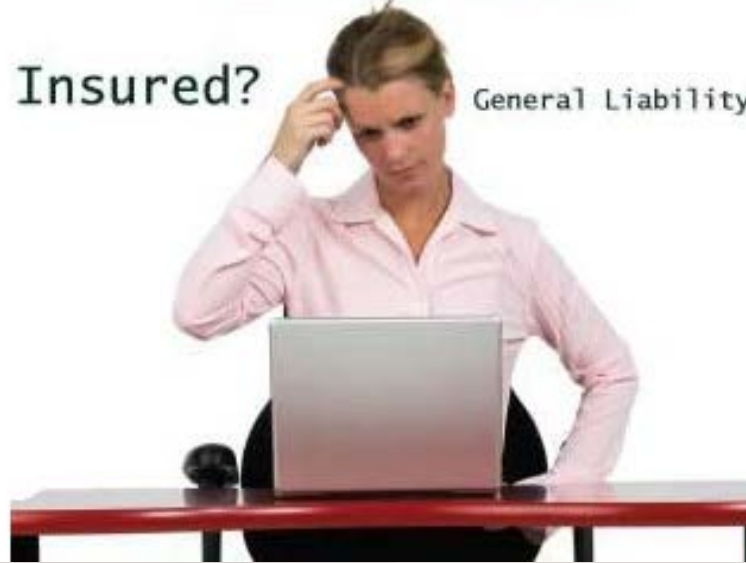
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Who is an Insured?

Additional Insured?

Insured?

General Liability



Considerations with Respect to the Handling of Tender Demands

Tender Demands Generally

- Named Insured Designation
- “Who is an Insured” Designation
- Additional Insured Designation

Considerations with Respect to the Handling of Tender Demands

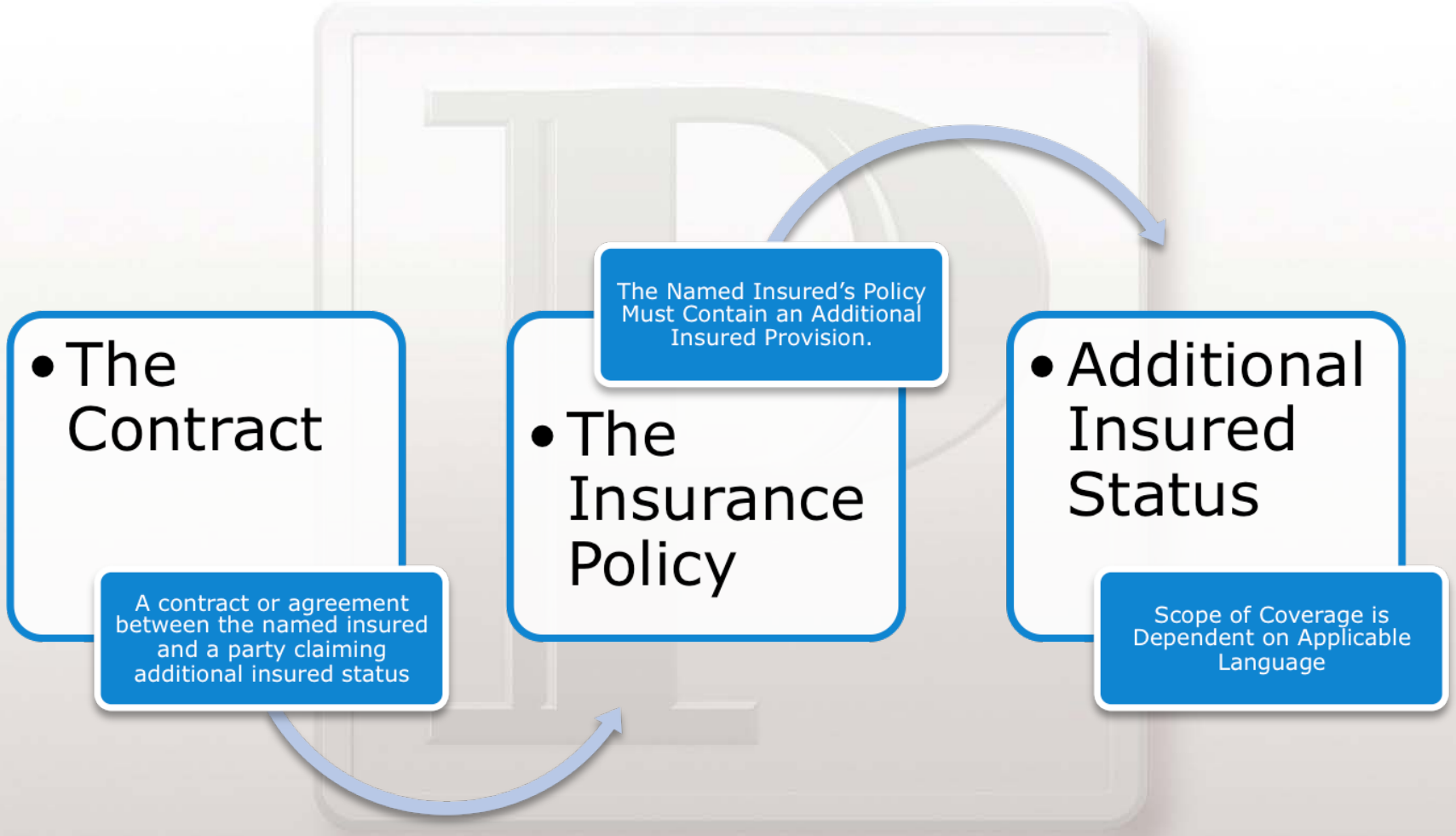
Tender Demands Generally

- Additional Insured (AI) Endorsements as Impacting Tender Demands



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Considerations with Respect to the Handling of Tender Demands

Mechanism by which Tender Demand was
Made as Impacting Obligations of the
Insurer



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Considerations with Respect to the Handling of Tender Demands

- “Other Insurance” Considerations
- “Insured Contract” Considerations
- Potential Exposures to be Considered



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Questions

Thank You!