

GlobalEx Ottawa meets specific insurance needs of tech companies, VCs and high net worth individuals

By focusing exclusively on information technology and communications (ICT), biotechnology, life sciences and venture capital firms, GlobalEx Ottawa is unmatched in its ability to provide creative, customized solutions for its niche market clients

Fast facts

Corporate profile

GlobalEx Ottawa – is a Canadian-based specialty brokerage firm serving both domestic and international markets providing insurance and risk management advice to corporations.

Why Ottawa

As a city that offers small-town charm with big-city conveniences, Ottawa's appeal isn't limited to business advantages. Ottawa offers world-class tourism, topnotch convention centres and a variety of indoor and outdoor attractions – making the city an attractive place to live and do business for GlobalEx Ottawa employees and their valued clients.

Business advantage

GlobalEx Ottawa is the only Canadian member of TechAssure. TechAssure is a powerful global association of technology insurance brokers and consultants. As part of TechAssure, GlobalEx Ottawa has the capability to handle your worldwide insurance needs by drawing on the best and brightest in the insurance business, forming strategic relationships with brokers, law firms and accounting firms and cultivating strong relationships with leading insurance carriers.

GlobalEx Ottawa – is a Canadian-based specialty brokerage firm serving both domestic and international markets providing insurance and risk management advice to corporations.

GlobalEx Ottawa was created in October 2006 when it acquired the Technology Division of Binks Insurance Brokers, an Ottawa firm founded in 1918. By focusing exclusively on information technology and communications (ICT), biotechnology, life sciences and venture capital firms, GlobalEx Ottawa is unmatched in its ability to provide creative, customized solutions for its niche market clients.



Canada's Creative Economy Capital

GlobalEx Ottawa CEO Neil Moloney, a 20-year veteran of underwriting technology firms, typifies the specialized advisory approach that has made GlobalEx a leader in risk management. Along with partner Mark Attley, a pioneer in the field of risk management for technology firms, the two principals offer an extremely well-informed, hands-on perspective on what technology firms require.

Why Ottawa

With sister offices in Montreal and Toronto, GlobalEx Ottawa is positioned to serve the 1800-strong technology companies in the Ottawa area – Canada's innovation capital. As the centre of technological innovation, research and development, the growing Ottawa tech sector is attracting the best talent and is establishing itself as a world leader in ICT, biotechnology and life sciences – areas of GlobalEx Ottawa expertise.

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By focusing on the needs of Ottawa tech companies, GlobalEx Ottawa is unmatched in its ability to provide creative, customized solutions for its niche market clients. As a result, the company has captured 10% of the Ottawa tech market share and continues to attract the region's best companies as clients.

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GlobalEx Ottawa is also a strategic partner with Millennium Credit Risk Management Inc., Canada's leading credit and political risk insurance provider. Through this partnership Millennium provides GlobalEx Ottawa with the tools and resources to manage and insure credit and political risk clients.

By focusing exclusively on ICT, biotechnology, life sciences and venture capital firms, GlobalEx Ottawa has developed an unparalleled level of expertise in these industry sectors. The company's risk management specialists take a unique consultative approach to managing risk and create customized solutions for our clients. GlobalEx Ottawa is not your typical insurance broker.

Technology companies are dynamic and require an insurance company that is proactive, not reactive. GlobalEx Ottawa is that company. GlobalEx Ottawa does not follow the commodity-driven approach that is typical of the insurance industry. The GlobalEx Ottawa team invests the time to understand every facet of a business in order to develop a customized risk management solution.

Experienced people are the backbone of GlobalEx Ottawa and the employees are leaders in their fields. They bring extensive product knowledge, broad industry education and a dedication to thoughtful and innovative solutions.

Future growth plans

At present, the biggest obstacle GlobalEx Ottawa is facing is its self-proclaimed reputation for being the "best kept secret" in the Ottawa technology sector. In the coming years, as the tech industry continues to grow, GlobalEx Ottawa will be increasing its exposure and brand awareness and expects to triple its current market share.

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