

AI Insurance Readiness

The "Silent AI" era ended January 1, 2026. EPC Group builds the audit-grade AI governance evidence your CFO, General Counsel, and broker hand directly to the underwriter — on the Microsoft stack you already own, across every model you run.

MULTIPLE MODELS. ONE TRUTH.

"Six carriers told me the same thing in the same room: the policy you renewed last January won't cover the AI you've already deployed."

— from the launch analysis

Errin O'Connor

Founder & Chief AI Architect, EPC Group

THE STAKES

What Changed — and Why Your Policy Didn't Keep Up

For three years your insurance covered AI losses by **silence, not by grant** — the market called it "Silent AI." That ended when ISO's generative-AI exclusions (CG 40 47 / CG 40 48) became available on **January 1, 2026**. The squeeze is now four-front:

1 STANDARD MARKET WRITES AI OUT

ISO CG 40 47 (broad) / CG 40 48 (limited) exclude loss "arising out of" generative AI. Carriers are filing their own exclusions in parallel.

2 CYBER POLICIES ADD AI SUBLIMITS

Per the FT, Beazley & QBE are introducing AI sublimits near ~10% of limit. QBE draft: an LLMjacking loss capped ~\$250k on a \$5M policy.

3 AFFIRMATIVE MARKET IS GATED ON GOVERNANCE

Real AI cover exists — Munich Re/Mosaic, Armilla at Lloyd's, Counterpart, Testudo — but it's granted and priced on documented governance evidence.

4 REGULATION HARDENS THE PAPERWORK

NAIC Model Bulletin adopted in 24 states. The EU AI Act's Article 9 sets a documented lifecycle risk-management standard (timeline in flux).

The Receipts — Four Losses, Four Coverage Lines

Underwriters don't price fear. They price costed loss scenarios — and no single policy spans them.

~\$1.5B

BARTZ v. ANTHROPIC

Liability from data
PROVENANCE, not training. (IP /
 copyright line)

Chatbot

MOFFATT v. AIR CANADA

"No difference whether it comes
 from a static page or a chatbot."
 (E&O; line)

Nationwide

MOBLEY v. WORKDAY

AI hiring tools — nationwide
 collective certified. (Employment /
 EPLI line)

\$20M+

HASBRO Q1 2026

~\$20M remediation, \$40–60M
 delayed revenue. Recovery not
 automatic. (Cyber line)

THE EVIDENCE PACKAGE

The Six Controls Carriers Now Require

Not software you buy — **evidence you produce**. Each control maps to the standards underwriters now recognize: **NIST AI RMF, ISO/IEC 42001, and AIUC-1**.

01**Documented Human Kill Switch**

Proof a named human can pause or revoke any autonomous AI action — with an escalation path and a recent test.

02**Human-in-the-Loop Inventory**

Every AI decision touching a customer, employee, financial control, or regulated data — mapped to its override owner.

03**Data Provenance & Classification**

Where the data feeding your AI came from and how it's labeled — the most expensive blank on the application after Bartz.

04**Named Accountable AI Executive**

A name, a title, a signature — not a committee. Delivered through EPC's vCAIO.

05**Deepfake-Resistant Authentication**

Out-of-band verification for the workflows your AI agents now touch — email & video are no longer proof of identity.

06**Microsoft-Stack Enforcement Evidence**

Entra workload identity · Purview grounding enforcement · Defender/M365 audit — the audit-grade record, not just "it ran."

The Seat No Org Chart Has Drawn Yet: The AI Insurability Officer

Every viral "new roles for AI" chart compresses governance into one icon — **Govern**. Inside that box is the role nobody has named: the person accountable for proving, to an underwriter, that AI is governed well enough to insure. EPC delivers the function through the Virtual Chief AI Officer (vCAIO).

ANCHORED ON MICROSOFT — COVERS EVERY MODEL YOU RUN

Claude · GPT / OpenAI · Gemini · Grok · Perplexity via "Multiple Models. One Truth."

WHY EPC GROUP

The Firm in the Seam — and the Line We Never Cross

Your broker understands the policy but can't build the technical evidence inside your Microsoft tenant. Your law firm understands the liability but can't configure Purview or Entra. Your CISO is stretched holding the perimeter. And generic Microsoft partners have never sat across a table from an AI underwriter. **EPC Group stands in that seam — and, as best we can tell, we are the first Microsoft consulting firm to build a dedicated AI Insurance Readiness practice.**

The Credentials Behind It

- Founded 1997 — 29 years in enterprise Microsoft
- All six Microsoft Solutions Partner Designations
- G2 Leader — six consecutive quarters (BI Consulting)
- Four-time Microsoft Press bestselling author
- 102,000-user migration with zero downtime
- More than one million users migrated

THE EPC LIFECYCLE

ASSESS

MODERNIZE

GOVERN

OPERATE

ENABLE

WHAT WE ARE — AND ARE NOT

EPC Group is not an insurance company, broker, or producer and does not sell, place, or provide insurance. We build the governance evidence; your broker and carrier handle the policy. We do not guarantee any coverage outcome.

Start before the renewal — not after the claim.

contact@epcgroup.net · (888) 381-9725 · www.epcgroup.net/services/ai-insurance-readiness