



Transactional Risk & Insurance

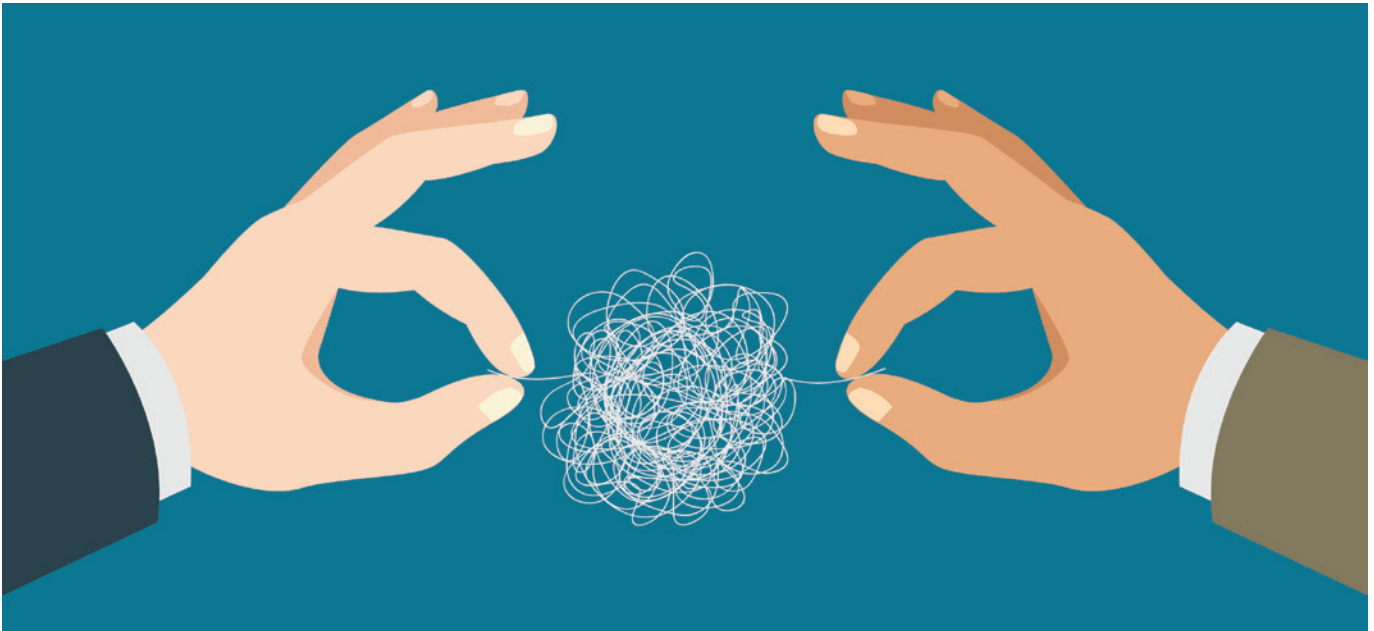
2020



PROFILED:

WAYNE DATZ

ASQ Insurance Services LLC





Transactional Risk & Insurance



WAYNE DATZ

Director, Transactional Risk Underwriting

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PERSONAL BIOGRAPHY

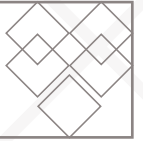
Wayne Datz has more than 20 years of legal and insurance experience, including in leadership positions and as an attorney with two international law firms. From September 2015 to June 2018, Mr Datz served as the New York M&A group lead for a leading global specialty insurance and reinsurance company. He is an active member of the insurance and legal community and has served on the advisory board for Advisen's Transaction Insurance Insights Forum. He holds a bachelor's degree from the State University of New York at Albany and a law degree from Brooklyn Law School.





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Q&A WITH WAYNE DATZ



**Are you active in any programmes or initiatives within your organisation?
To what extent have you found this work rewarding and fulfilling?**

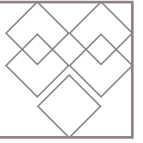
◆ I was working from home due to the pandemic and watched on TV as protests took hold following the murders of George Floyd, Breonna Taylor and Ahmaud Arbery. One particular scene really hit home for me. There was a young African American woman who was at a protest and exasperatedly shouted “I am so tired of being tired”. I got the chills. I thought immediately how society has failed her. I knew I wanted to do something to help in addition to attending local marches. My partner Jeff Anderson and I spoke with Russell Franklin, a partner at Morgan Lewis & Bockius, who is a member of the firm’s diversity team. We talked about how difficult it is to make partner at a large law firm, and even more so as a person of colour. We use legal counsel as part of our underwriting process. Russell has put together a team of attorneys, all people of colour, and we have been working with them as underwriting counsel for our deals. We hope that this initiative leads to greater opportunities for these attorneys at the firm and provides them with some insurance experience should they decide to transition to the insurance world, which is lacking in diversity.

Looking back, have you fulfilled the ambitions and aspirations you set for yourself early in your career?

◆ At the start of my career, I was not the type of person who had written goals, or a five-year or 10-year plan. I was more short-term oriented – work hard and smart and try to tackle each project with enthusiasm. And with a good sense of humour. As my career has progressed, so have my ambitions and aspirations. I am still hungry and passionate about what I do – if anything, more so now as I am less distracted by some of the vagaries of my

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youth. I would like to have an impact outside of my specific career as well. I believe it is worthwhile to give back, to help mentor others as they progress through their careers and support charitable causes. And even though I am way past my athletic prime, I do occasionally still dream about playing second for the Yankees...

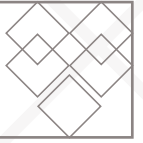
**What strengths and characteristics do you, your team and your firm strive to demonstrate to clients?**

◆ I know this will likely sound cliché, but we focus on servicing our clients and being available to discuss issues 24/7. In the flow of an M&A transaction, we believe this kind of service is mandatory. We collaborate frequently, both internally and with our outside advisers, to come up with solutions in real time that help advance a transaction to closing, and we bind insurance coverage that is meaningful for our clients' risk transfer goals. We pride ourselves on being creative and thoughtful - 'underwriter's underwriters', so to speak. ■

"WE COLLABORATE FREQUENTLY, BOTH INTERNALLY AND WITH OUR OUTSIDE ADVISERS, TO COME UP WITH SOLUTIONS IN REAL TIME THAT HELP ADVANCE A TRANSACTION TO CLOSING."



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REPRESENTATIVE ENGAGEMENTS

- ◆ Engaged to provide transaction risk insurance for a private equity client acquiring a \$500m computer software firm. Underwriting completed within 48 hours.
- ◆ Engaged to provide transaction risk insurance for a private equity client acquiring a \$35m mechanical service provider.
- ◆ Engaged to provide transaction risk insurance for a corporate client acquiring a \$35m renewable power producer.
- ◆ Engaged to provide transaction risk insurance for a corporate client acquiring ambulatory infusion centres for \$40m.
- ◆ Engaged to provide transaction risk insurance for a corporate client acquiring a \$25m insurance marketing firm.
- ◆ Engaged to provide transaction risk insurance for a private equity client acquiring a \$1.75bn CRM technology solution firm.
- ◆ Engaged to provide transaction risk insurance for a corporate client acquiring a \$20m communications infrastructure firm.

