

INSTRUCTIONS

BLOCK DESIGNATION AND BLOCK CERTIFICATION FOR DEPARTMENT OF HOMELAND SECURITY NATIONAL STANDARDS

Note: In order to access the application associated with this DHS National Standard, you must be registered and have an applicant account. If you do not have an applicant account, please go to www.safetyact.gov and click the “Click Here to Apply” button on the homepage. Then click the “Create Applicant Account” link found on the right side of the page.

Once you have registered, log in to your account using the ID and password established during your registration process. Under the “Applicant Tools Menu” select “Create Block Designation and Block Certification Application” then choose “DHS National Standards.”

If you have trouble with this process please call the **Help Desk** at **1-866-788-9318**.

Helpful Hints about Block Designation and Block Certification Application for DHS National Standards:

The failure to provide answers to questions in the Block Designation and Block Certification form will result in the closing of your application, and you will be required to resubmit your application. Please answer the questions on the Block Designation and Block Certification forms completely and accurately prior to submission. If you need assistance, contact our office at 703-575-4514.

The following guidance corresponds with the actual questions contained within the Block Designation and Block Certification application:

BD.8/9/10. You should submit an application relating to this Block only if your standard has been adopted by DHS as a DHS National Standard through the recognized Department of Homeland Security process. *If your Standard has not been adopted by DHS, this Block does not apply.* For those applicants with DHS National Standards, provide a justification as to why the Standard has relevance in the Department’s *anti-terrorism mission*. Furthermore, please identify whether your Standards Development Process is accredited, the name of the accreditation body, and the date of accreditation.

BD11. Insurance Data

BD11.1. Please provide the information indicated below for any and all current liability insurance policies that are available to satisfy otherwise compensable third-party claims arising out of, relating to, or resulting from an act of terrorism were your Technology deployed in defense against, response to, or recovery from such act:

- a. Primary named insured (as it appears on your insurance policy).
- b. Additional named insured relevant to the Technology Sellers.
- c. Type of policy(ies) (e.g., Comprehensive General Liability, Errors and Omissions, Aviation, Product Liability, SAFETY Act Liability, etc.)
- d. Policy Dates. (Start and end)

- e. Insurer.
- f. Per-occurrence limits.¹
- g. Aggregate limits.
- h. Annual Premium(s).²
- i. Deductible(s) or Self-insured retentions.
- j. Exclusions (*please note and explain any pertinent insurance exclusions, cancellation terms, or limits that would potentially dilute or eliminate the availability of coverage under the policies identified in sub-paragraph “c” above*).
- k. Please describe the type and limits of terrorism coverage for this policy. Please elaborate on the applicability of the policies identified in sub-paragraph “c” to address the foreseeable risks associated with the deployment of the Technology, including those risks arising from the deployment of the Technology in advance of or response to an act of terrorism. Please also indicate whether the identified policy(ies) provides coverage under the Terrorism Risk Insurance Act (TRIA) of 2002, as amended, or other insurance policy(ies) provisions or endorsements.
- l. Please describe whether the relevant policy(ies) covers SAFETY Act claims and whether the policy(ies) has a dedicated limit that applies to SAFETY Act claims only or has a shared limit (i.e., shared with non-SAFETY Act claims). Please indicate whether you have received a written interpretation letter from either the carrier or insurance broker indicating whether the policy covers SAFETY Act claims; if so, please provide a copy of such document.

BD11.2. Unavailability of Insurance

- a. If you do not currently carry insurance for the Technology that would be applicable in the event of an act of terrorism, please seek quotes for such insurance. When requesting quotes, please assume that SAFETY Act protections will be awarded. If you have attempted to purchase insurance but it is not available on the world market, please indicate the specific inquiries you have made. (You may submit written communications from insurance companies or brokers explaining why your Technology cannot be insured.)
- b. If you have endeavored to purchase insurance but have not yet purchased it because you have concluded that the cost of insurance premiums would unreasonably distort the price of the Technology, please describe those efforts to find appropriate insurance and state why you have concluded that the cost of insurance for your Technology would unreasonably distort its sales price. In this context, you may need to provide an explanation with relevant documentation (e.g., insurance quotes with limits, premiums, exclusions, and other key items plus other relevant financial and market data). **Note: The Department recognizes that the discussion of requisite**

¹ Please indicate whether the policy(ies) has a different limit or deductible/self-insured retention for terrorist acts than the general policy limit and, if so, provide both.

² Insurance premium: If possible, please indicate what percentage of the premium is allotted to coverage for acts of terrorism.

insurance with an Applicant may require a number of communications while an application is pending. Thus, the question of whether a given premium would “distort the sales price” of a Technology might not arise when the application is submitted. If the question does arise later in the process, the Applicant may submit appropriate information at that time.

BD11.3. Insurance Point of Contact

If POCs are provided as sources of information or testimonials, check below to indicate that you have contacted them and that they are expecting to hear from DHS related to your Technology. Also, indicate below what information we should expect from each POC.

BD11.4. Revenue Projection

In order for us to determine the amount of insurance that would not unreasonably distort the sales price of your Technology, we need you to provide us with three (3)-year projected (prospective) revenue estimates for your Technology - all assuming that your Technology is approved under the SAFETY Act. The three-year period should include your current fiscal year, if incomplete, and two subsequent years.

BD12. Financial Data

Certain financial information regarding your company revenue is particularly relevant to the application process. This is particularly true when questions arise as to whether insurance costs for specified coverage limits unduly distort the price of your Technology. We may request additional financial information from the Applicant if necessary during the application process.

BD12.1. You may provide a copy of the Seller’s financial statement for the most recent fiscal year. For public companies, the most recent SEC annual report (Form 10-K) and SEC quarterly report (Form 10-Q), together with any amendments thereto, should suffice. For non-publicly traded companies, you may choose to include the following information for the most recent fiscal year: income statement, statement of cash flow, and balance sheet as well as pro forma financial statement. OSAI will seek additional and more specific information only when necessary for a particular application.