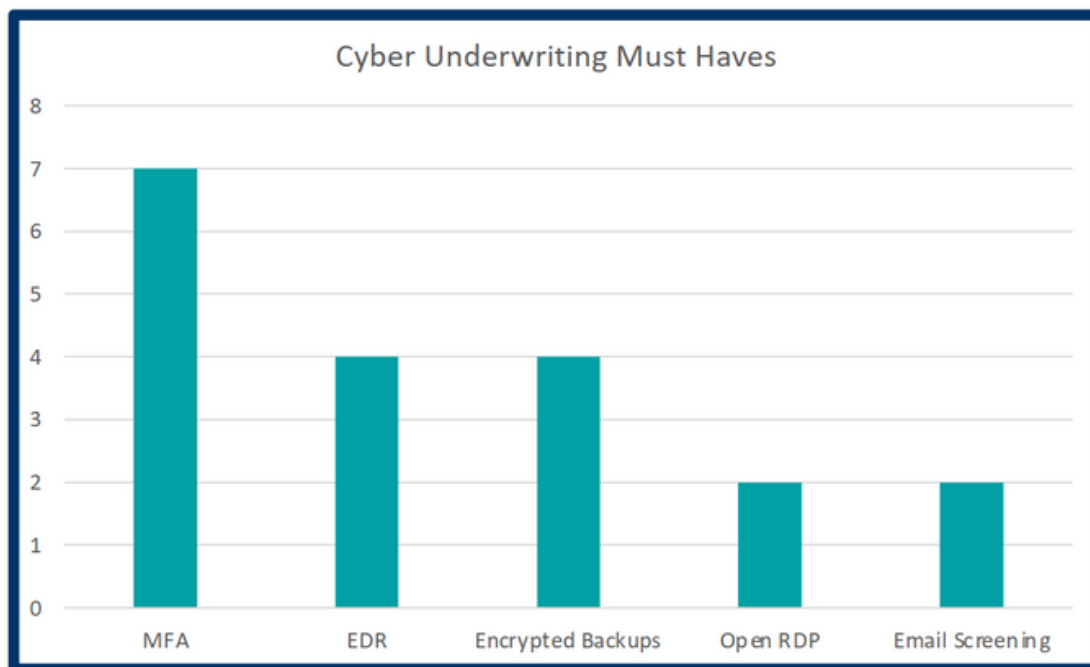


# CYBER BENCHMARKING: TRADITIONAL BENCHMARKING DOESN'T WORK IN 2022



## CYBER CONTROLS DICTATE PRICE & LIMITS AVAILABLE

We surveyed 7 of the most active cyber insurance carriers and asked for their **top three cyber security items they look for when underwriting a risk**. This chart shows the answers we received more than once.



If you do not appropriately address these minimum-security controls, your price could be 2-3x what a peer would pay who has good controls. And more likely than just paying a premium, you won't be able to secure the limits you need if you don't have solid controls.

**MFA (Multi-factor Authentication)** - layered approach to securing data and applications where a system requires a user to present a combination of two or more credentials to verify a user's identity for login

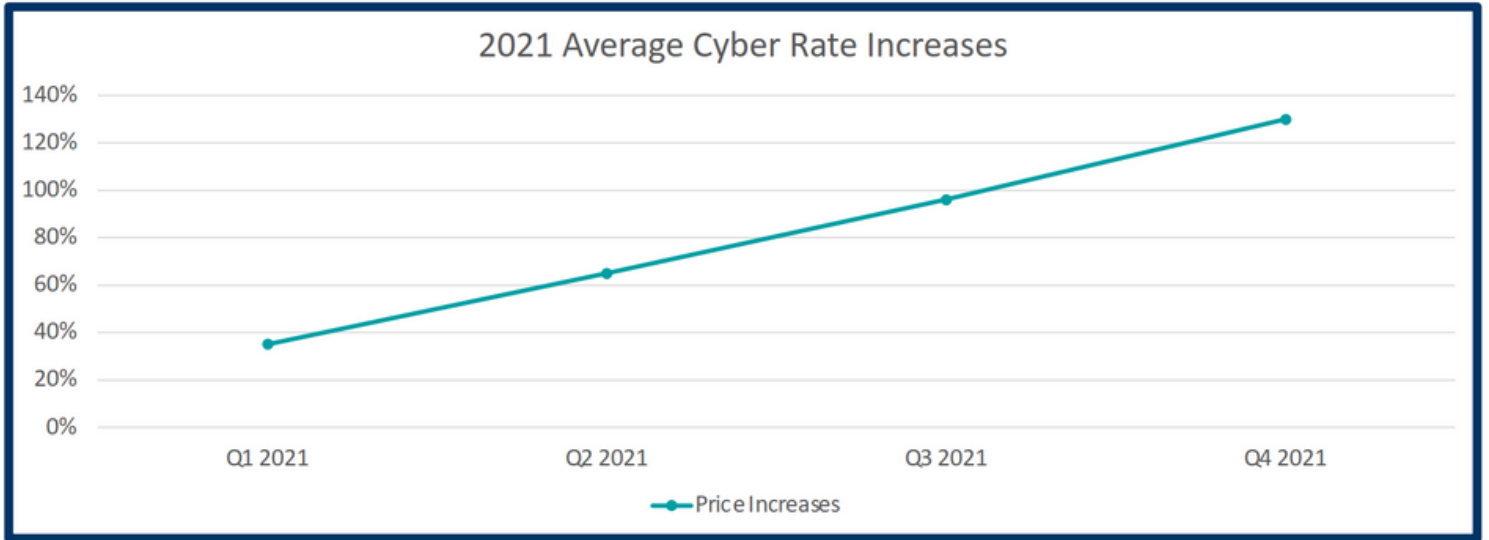
**EDR (Endpoint Detection & Response)** - integrated endpoint security solution that combines real-time continuous monitoring and collection of endpoint data

**Encrypted Backups** - an extra security measure that is used by entities to protect their data in the event that it is stolen, misplaced, or compromised in some way

**Open RDP (Remote Desktop Protocol)** - enables network administrators to remotely diagnose problems that individual users encounter and gives users remote access to their physical work desktop computers

**Email Screening** - the screening of emails for threats prior to them reaching their destination

# RATES ARE RAPIDLY INCREASING



Rate increases accelerated last year from 35% in Q1 to 130% in Q4. Any price benchmarking data that is more than a couple weeks old is going to be irrelevant.

- It's not about how much coverage your peers purchase or how much you need, it's about **how much you can secure and can afford**
- Price is impacted by **your individual cyber security controls** more than it is by your industry, revenues, or record count
- It is more important to **benchmark your cyber security controls** against your peers than it is your insurance cost or limits

## WHAT WE ARE SEEING IN THE MARKET

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- Carriers have reduced their capacity and are no longer willing to provide more than \$5M limits on a single risk
- Underwriters are seeing an increase in submissions of 700%+ and many quotes come down to the last minute
- If you have poor controls, you likely won't be able to secure additional limits no matter what you're willing to pay for them
- Many insurers are limiting their exposure to ransomware, cyber business interruption, and other first party exposures

Talk to us about your  
cyber risk mitigation strategy.

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