



ProWriters

Professional & Management Liability Insurance

Highlight Your Client's Cyber Exposure

Provide Benchmarking &
Analysis

Highlighting Client's Cyber Exposure

- Data
 - Types, volume, controls
- Contracts
 - Review current contracts
- Benchmarking
 - Show them their \$ exposure if data breached
 - Let them know how they compare to peers

What Types of Data

- What Kind of Data do they have?
 - Credit Cards, Debit Cards, Bank Account Numbers
 - Personal Health Information
 - Employee Information
 - Confidential Corporate Information
 - Drivers Licenses & Social Security Numbers
 - Other - username or email addresses with passwords.

Volume & Controls around Data

- How many pieces of data do they hold or process?
- What protections do they have around the data?
 - Encryption
 - Access Controls
 - Outsourcing
 - Storage
 - Mobile Devices
 - Network Monitoring

Contracts

- Review contracts with the following:
- Clients and or Consumers
- Credit Card Processors
- IT Service & Cloud Providers
- Independent Contractors
- Privacy Policy

Contracts Continued...

- Insured's should require 3rd parties to carry cyber insurance
- Ask to be listed as an Additional Insured
- Review 3rd parties coverage (often inadequate)
 - Specifically the liability coverages
 - Check Sub-limits, Definitions, Exclusions

Benchmarking

- Cover their Exposure
 - i.e. 300K Personal Health Records = \$XXX in exposure
- Let them know what limits their peers are carrying
 - Are peers PCI compliant, HIPAA compliant, are they encrypting mobile devices, etc.

This Is Just the Beginning

- Highlighting the exposure is just the start
- Once they understand their exposure, they are more willing to purchase coverage
- Form comparison and analysis can get very complicated
- Clients need help managing their cyber risk
- Let them know what resources are available