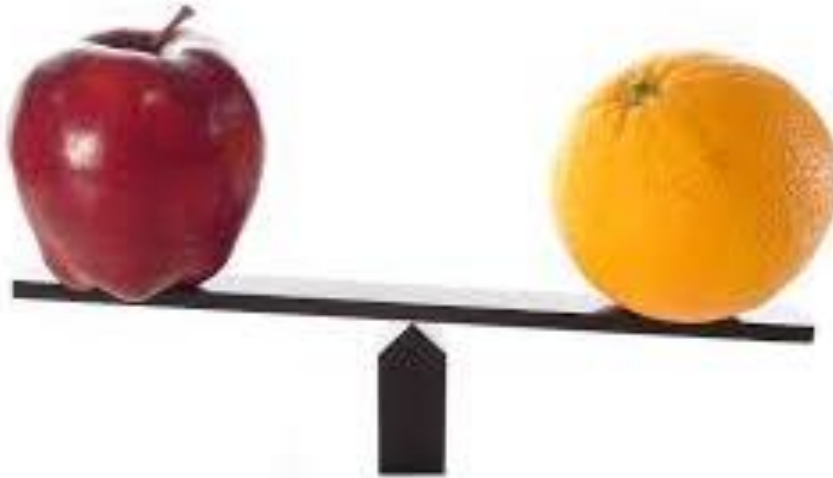




Cyber|Decider

The Cyber Policy Comparison Tool



STORM Guidance
Assess | Plan | Respond



STORM Guidance

Strategic, Tactical & Operational Risk Management

Assess | Plan | Respond

Introduction

- **Founder:** STORM Guidance: niche independent cyber advisory
- Information Security & Digital Investigator for 30 years:
Financial Services, Government/Law Enforcement, Military, Industry, Retail, Marine
- Alumni Royal Holloway: MSc. Information Security
- **Specialisms:**
Cyber Risk: Assessments & Audits, Cyber Essentials
Cyber Incident Response: Digital & Fraud Investigations and Cyber Crisis Mgmt.
Cyber Insurance: Worked with cyber insurers & brokers exclusively for 5 years
- **Current Assignments:** Lots of Cyber & Fraud Investigations, Rapid Risk Reviews, IR Plans, Cyber | Decider
- **STORM are different because..:**
We exclusively serve the insurance markets
Over 100 years of practical cyber risk insight to Insurers/Reinsurers, Brokers and Clients



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Our Work



Data Breach Response for Insurers

We are the architects of a fully coordinated incident response service for clients of leading cyber insurers.



Digital Investigations & Forensics

We investigate a range of incidents involving unauthorised access, malware, denial of service and fraud.



Cyber Incident Planning

We assist organisations of all types and all sectors to prepare and plan for the inevitable cyber breach.



Risk Analysis & Risk Management

We determine information risk in quantified, monetary form for more informed risk management decisions.



Cyber Policy Comparison Tool

An easy-to-use tool to help clarify the cover offered by a range of leading cyber insurance policies.



Cyber Assessments

Our Cyber Assessments measure a clients operational capability and maturity in managing information risk.



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Figure 1. Obstacles to meeting demand for cyber coverage



Insurer's perspective

- Dearth of data
- Cyber attacks keep evolving
- Potential catastrophic accumulation
- Tunnel vision in coverages offered



Consumer's perspective

- Buyers often don't understand cyber risks or their insurance options
- Cyber risk is spread over a wide range of coverages
- Cyber policies lack standardization
- The legal landscape remains in flux

Cyber|Decider design imperative:
To help brokers address all these points

**Demystifying
cyber insurance
coverage:**
Deloitte Feb 2017

Source: Deloitte Center for Financial Services.

Deloitte University Press | dupress.deloitte.com



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The Cyber Risk Broker Challenge

- Brokers need time/resources to make comparisons sometimes within confines of a relatively small premium
- Very different look, feel, definitions etc
- Every client has different needs
- Required to provide advice
- SME market - 'standard' product so important to choose right policy



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Our Journey

- Real need noticed in 2014
- 2015: Work for the ABI: Draft Good Practice Guide for Cyber Insurance gave further inspiration
- 2016: 6 Months in R&D
- 2017: 9 Months in Development



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Solution Highlights

- Fast, secure and user-friendly online analysis for brokers
- Drill-down into analysis results showing:
 - Points of cover that apply: allowance for modular approach
 - General policy conditions
 - Cover areas which do not match the criteria
 - Cover breakdown with all comparable details
 - Relevant points of exclusion
- Side-by-side comparison results
- Currently 16 leading policies analysed; more expected



Cyber|Decider Highlights

- Easy-to-use interface
- Select requirements using a filter
- Results auto-populate
- Save filters, e.g. per client

The screenshot displays the CYBER|DECIDER web application interface. At the top, there is a dark header with the logo and a 'Logout' button. Below the header, the main content area is divided into two sections. On the left, the 'Policy Requirements Filter' section allows users to select specific requirements from a list of checkboxes, including General Policy Conditions, Privacy/Data Breach, Extortion, Claims for Legal Liability, Digital Asset Replacement Expenses, Business Interruption, Loss/Damage to Hardware, Public Relations/Crisis Management, Crime, Claims Support Services, and Risk Management Support. A 'Saved Filter Settings' dropdown menu is set to 'Clean/New Filter'. Below the filter list are 'Save current filter' and 'Delete current filter' buttons. On the right, the 'Policies that meet requirements' section displays a list of five cyber policies, each with a 'Show rating factors' button and a 'Show policy details' button. The policies are labeled 'Cyber Policy #1' through 'Cyber Policy #5'. At the bottom of the interface, there is a footer with the copyright notice '2017 © STORM Guidance Ltd.' and the text 'Powered by STORM Guidance'.

CYBER|DECIDER Logout

Policy Requirements Filter
(Select all specific requirements)

Saved Filter Settings: Clean/New Filter

- ☐ General Policy Conditions
- ☐ Privacy/Data Breach
- ☐ Extortion
- ☐ Claims for Legal Liability Other Than Privacy/Data Breach
- ☐ Digital Asset Replacement Expenses/Hacker Damage
- ☐ Business Interruption
- ☐ Loss/Damage to Hardware
- ☐ Public Relations/Crisis Management
- ☐ Crime
- ☐ Claims Support Services
- ☐ Risk Management Support

Save current filter Delete current filter

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Policies that meet requirements Policies that don't meet requirements Comparison

Cyber Policy #1	Show rating factors	Show policy details
Cyber Policy #2	Show rating factors	Show policy details
Cyber Policy #3	Show rating factors	Show policy details
Cyber Policy #4	Show rating factors	Show policy details
Cyber Policy #5	Show rating factors	Show policy details

Cyber|Decider Highlights

- Show policy details
- Two levels of drill down into coverage
- Focus icons (!) highlight key points

CYBER|DECIDER Logout

Saved Filter Settings: Clean/New Filter

☐ General Policy Conditions
☒ Privacy/Data Breach
☐ Legal advice
☐ Provision of call centre
☒ Costs following a data or privacy breach
☐ Hackers that are employees ☐ Includes loss of physical documents
☐ Discovery trigger ☒ Social engineering
☐ Breach that occurs at third party premises /outsourcers/ cloud
☐ Immediate response fees
☐ Forensic investigation
☐ Third party claims for privacy/ data breach
☐ Notifying regulators
☐ Notifying affected data subjects
☐ Regulatory fines and penalties
☐ Credit monitoring costs
☐ Extortion
☐ Claims for Legal Liability Other Than Privacy/Data Breach
☐ Digital Asset Replacement Expenses/Hacker Damage
☐ Business Interruption
☐ Loss/Damage to Hardware
☐ Public Relations/Crisis Management
☐ Crime
☐ Claims Support Services

Cyber Policy #1 Show rating factors Hide policy details

General Policy Conditions					
Has Costs Covered Show details					
Privacy/Data Breach					
Has Costs Covered Hide details					
Cost covered	Must be noted in schedule as covered or as an additional item	Section of wording	Key definitions	Further details	Cover Breakdown
Costs following a data or privacy breach	No	2.1 Cyber, data security and multimedia insuring clause (page 5) Section 3.1 Data Breach page 5 Section 3.1 Data Breach Notification costs (page 7)	14.24 Definition of Insured event 14.34 Definition of Personally identifiable information 11.28 Retroactive date exclusion	Have to first become aware of data breach during policy period If policy has retroactive date shown in the schedule claims for insured events that occur prior to retroactive date are not covered	Hide cover breakdown
Cover Breakdown					
Cover includes for: Costs following a data or privacy breach	Has provision	Must be noted in schedule as covered or as an additional item	Key definitions	Further details	
Social engineering	<input checked="" type="checkbox"/>	No	14.20 Definition of Hacker	Claims involving theft of password rather than getting through electronic security	



Cyber|Decider Highlights

- Comparison tab
- Policies can be hidden for side-by-side comparison
- Filter changes affect results dynamically

CYBER|DECIDER Logout

Policy Requirements Filter
(Select all specific requirements)
Saved Filter Settings: Clean/New Filter

☒ General Policy Conditions

☒ General Items

☐ North American Jurisdiction automatically included ☐ North American Jurisdiction can be included

☐ Insured can cancel with RP ☐ Standard Insurance Act clauses

☐ Sub-limits in addition to limit of indemnity ☐ Defence costs in addition to limit of indemnity

☐ Pollution covered ☐ No inspection and audit condition

☒ No due observance clause ☐ Cyber Terrorism covered

☐ Subrogation waivers are permitted ☐ No excess

☐ Claims clauses are not conditions precedent ☐ No reasonable precautions condition

☐ Permitted to release cover details to third party ☐ No standard retroactive date of inception

☐ Run-off period

☐ Privacy/Data Breach

☐ Extortion

☐ Claims for Legal Liability Other Than Privacy/Data Breach

Comparison

Policies that meet requirements Policies that don't meet requirements

Policy requirements are highlighted in blue
Policy that meet the requirements are highlighted in green
Policies that do not meet requirements are highlighted in red

	Show All	Cyber Policy #2	Cyber Policy #3	Cyber Policy #4	Cyber Policy #5	Cyber Policy #1
General Policy Conditions						
		✓	✓	✓	✓	✓
General Items		✓	✓	✓	✓	✓
Sub-limits in addition to limit of indemnity		✗	✗	✗	✗	✗
Defence costs in addition to limit of indemnity		✗	✗	✗	✗	✓
No due observance clause		✓	✓	✓	✓	✗
Subrogation waivers are permitted		✗	✗	✗	✓	✗
Claims clauses are not conditions		✓	✓	✓	✓	✓

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Cyber Policy Onboarding

- Policy analysis process completely collaborative
- Ensuring no disconnect between underwriter and broker
- Policy onboarding:
 1. Policy analysis/input into the Cyber|Decider engine (test instance)
 2. Policy analysis report generated and shared with Insurer
 3. Insurer confirms analysis with collaborative correction process
 4. Modifications applied where needed
 5. Policy goes live in Cyber|Decider engine and brokers can access





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Demo



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Valuable Examples

- Privacy - credit monitoring - no time limit
- Crime - Telephone hacking
- Patterns: Privacy Liability vs Business Interruption
- Watch this space: Comment on more trends later!



Cyber|Decider: The Cyber Policy Comparison Tool

Solution Summary

- Actual policy wording; no narrative or opinion
- Consistent bench-marking across all cyber policies
- Helpful terminology based on industry best-practice
- Insurer provided 'Policy Highlights' of key policy benefits
- Regular update with analysis of the latest policies from leading cyber insurers
- Only £350 p.a. for a 5-user account pack
- Further developments planned for even better analysis





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Thank you

Neil Hare-Brown

MSc CISA CISSP CITP MBCS

CEO