

Prepare for the Worst: Exploring the Value in Cyber Loss Mitigation Services

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Advisen generates, integrates, analyzes and communicates unbiased, real-time insights for the global community of commercial insurance professionals. As a single source solution, Advisen helps the insurance industry to more productively drive mission-critical decisions about pricing, loss experience, underwriting, marketing, transacting or purchasing commercial insurance.

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Today's Moderator



Rebecca Bole

Director

Editorial Strategy & Products

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Today's Panelists



Matt Prevost
Vice President
Professional Risk
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Meredith Schnur
Senior Vice President
Professional Risk Group
Wells Fargo Insurance

Today's Panelists



Michael Nobers

IT Security/Managed Services Channel
Professional
Wombat Security Technologies



Bo Holland

Founder & CEO
AllClear ID

Today's Panelists



John Mullen
Managing Partner
Lewis Brisbois

Pre- and Post- Breach Services for Corporation Use



Matt Prevost



Rebecca Bole



Bo Holland



Meredith Schnur



Michael Nobers



John Mullen

Can you describe the market for these services—who are the consumers, by industry or company size?



Matt Prevost



Rebecca Bole



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Case Studies: Tabletop events, Simulations, Customer-facing aspects



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Case Study: Manufacturing Company

Problem

- More than 70 malware infections/day worldwide
- Average of 32 calls/month - spyware, virus, and malware concerns

**46% Reduction in
malware infections**

Results

- 46% reduction in malware infections from 72 per day to 39 per day (Europe 69% reduction)
- 40% reduction in help desk calls from 32 to 20 per month
- More than 700% return on investment based on cost to remediate infections

Having heard three stories from an insured standpoint, how beneficial are loss mitigation services to the insurer?



Matt Prevost



Rebecca Bole



Bo Holland



Meredith Schnur

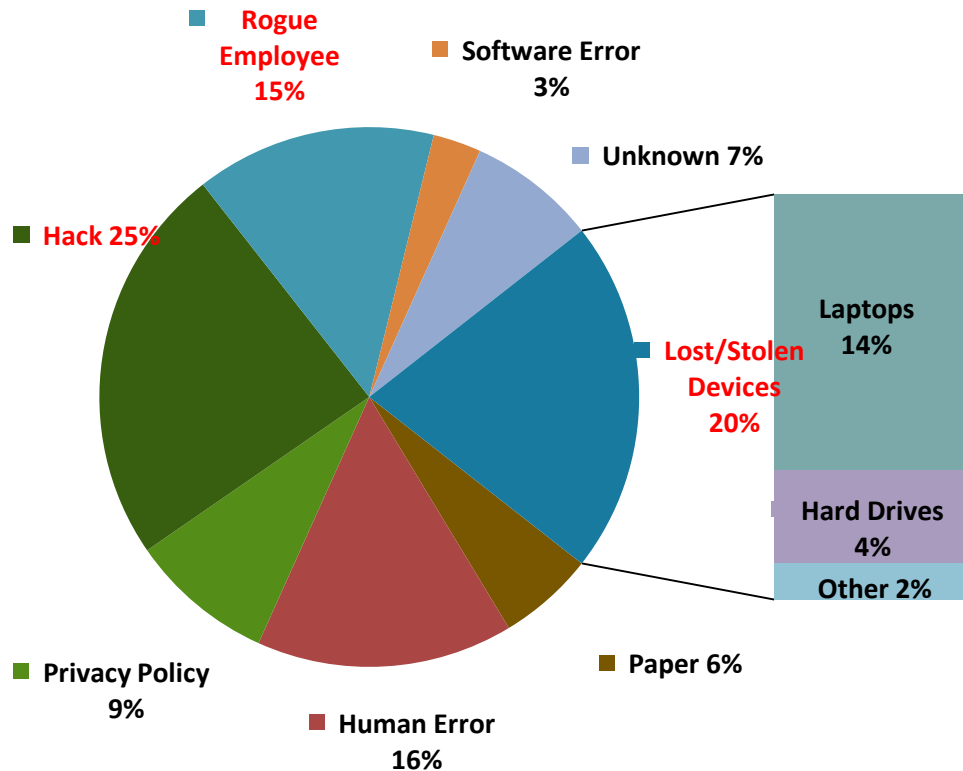


Michael Nobers



John Mullen

ACE Claim(s) Data Analysis (as of 12/31/14)



Industry Breakout

- Healthcare – 31%
- Technology – 13%
- Professional Services – 13%
- Retail – 9%
- Financial Institution – 7%
- Education – 7%
- Other – 20%

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The cyber threat landscape is in constant flux, so products and services are constantly changing. From your standpoint, what are clients asking for in terms of development?



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Tuesday, March 3, 2015 at 8am EST

Sir Francis Drake Hotel, San Francisco, CA

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