



# Unlocking the Value in Cyber Data

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# Unlocking the Value in Cyber Data

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# Today's Moderator



**Erin Ayers**

Editor

Advisen

# ● Today's Panelists



**Lon Berk**

Partner  
Hunton & Williams LLP



**Gary Hayslip**

Deputy Director & Chief Information  
Security Officer, Department of  
Information Technology  
City of San Diego



**Julian Waits, Sr.**

President & CEO  
PivotPoint Risk Analytics

# Let's discuss data. What do organizations need to safeguard from cyber attacks or other breaches?



**Erin Ayers**  
Advisen



**Lon Berk**  
Hunton & Williams LLP



**Gary Hayslip**  
City of San Diego



**Julian Waits, Sr.**  
PivotPoint Risk Analytics

# What are the ramifications of not protecting the data with which consumers entrust organizations?



**Erin Ayers**  
Advisen



**Lon Berk**  
Hunton & Williams LLP



**Gary Hayslip**  
City of San Diego



**Julian Waits, Sr.**  
PivotPoint Risk Analytics



# How can understanding your data help quantify your potential losses if a breach occurs?



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Advisen



**Lon Berk**  
Hunton & Williams LLP



**Gary Hayslip**  
City of San Diego



**Julian Waits, Sr.**  
PivotPoint Risk Analytics

# Do we have the mathematical tools to compensate for actuarial gaps?



**Erin Ayers**  
Advisen



**Lon Berk**  
Hunton & Williams LLP



**Gary Hayslip**  
City of San Diego



**Julian Waits, Sr.**  
PivotPoint Risk Analytics

Do you see cyber liability insurance as the solution to cyber risk, or a piece of the puzzle? What other strategies can organizations implement to protect themselves?



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Advisen



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**Gary Hayslip**  
City of San Diego



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# • Thank You to our Panelists!



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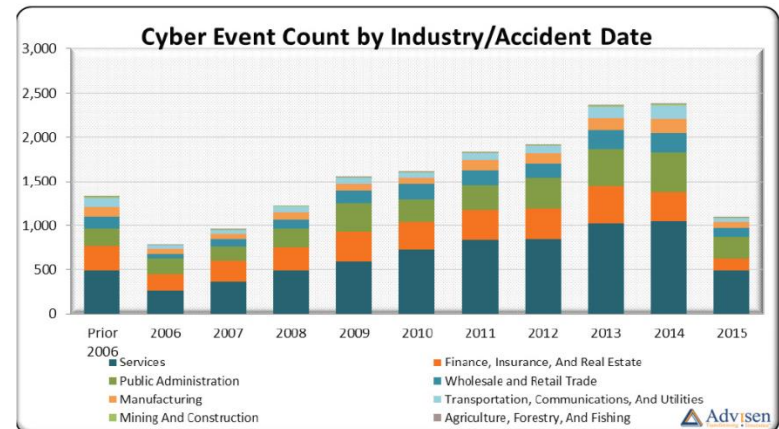
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