

# Cyber Lay of the Land

What the Numbers Tell Us

# BITSIGHT



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Advisen delivers:  
the *right* information into  
the *right* hands at  
the *right* time  
to *power* performance

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# Today's Moderator



**Chad Hemenway**  
Managing Editor  
Advisen

# Today's Panelists



**Jay Jacobs**  
Senior Data Scientist,  
BitSight



**Neeraj Sahni**  
SVP, FINEX Cyber/Tech E&O  
Willis Towers Watson



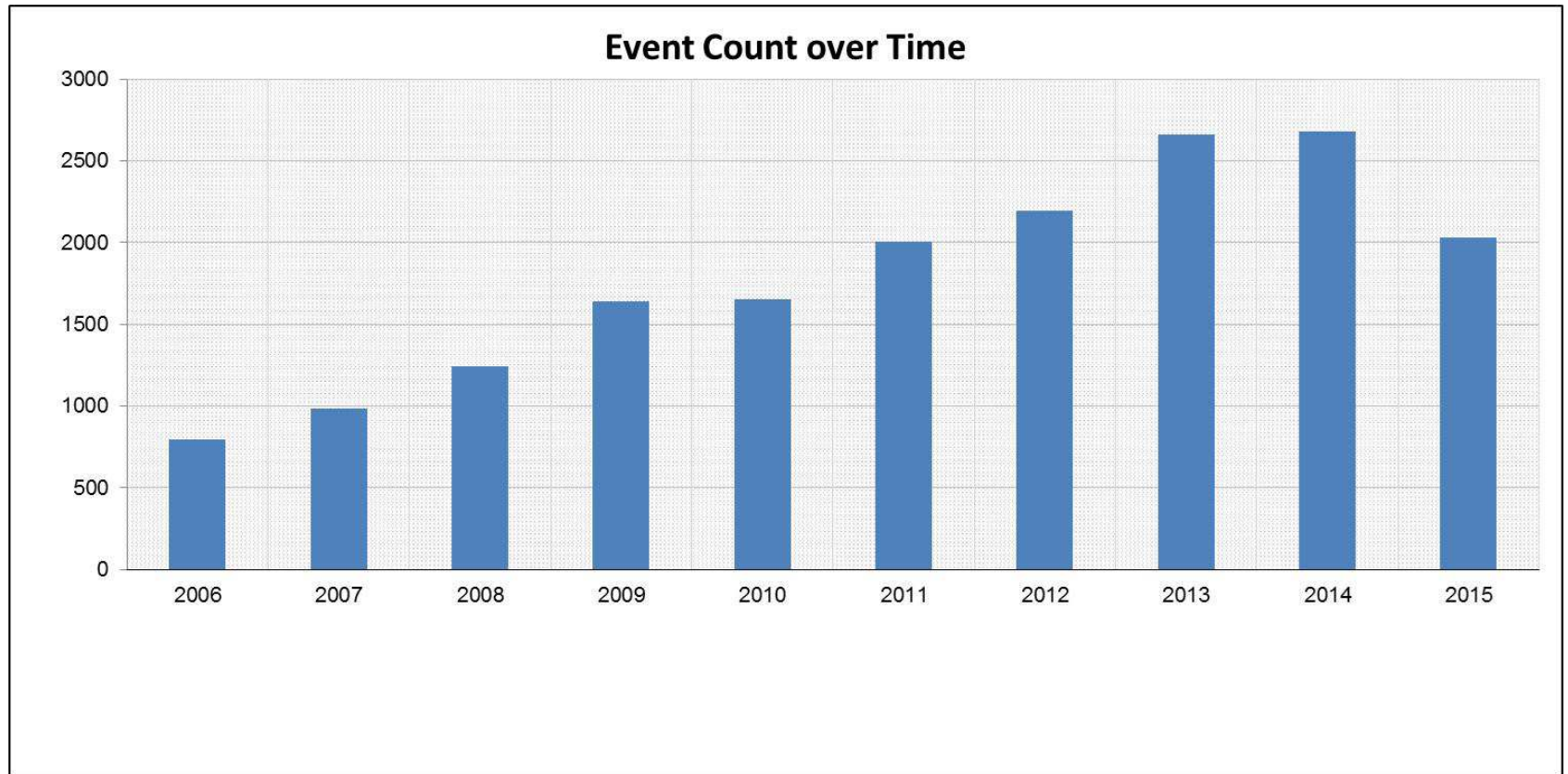
**Aloysius Tan**  
Product Manager,  
Advisen



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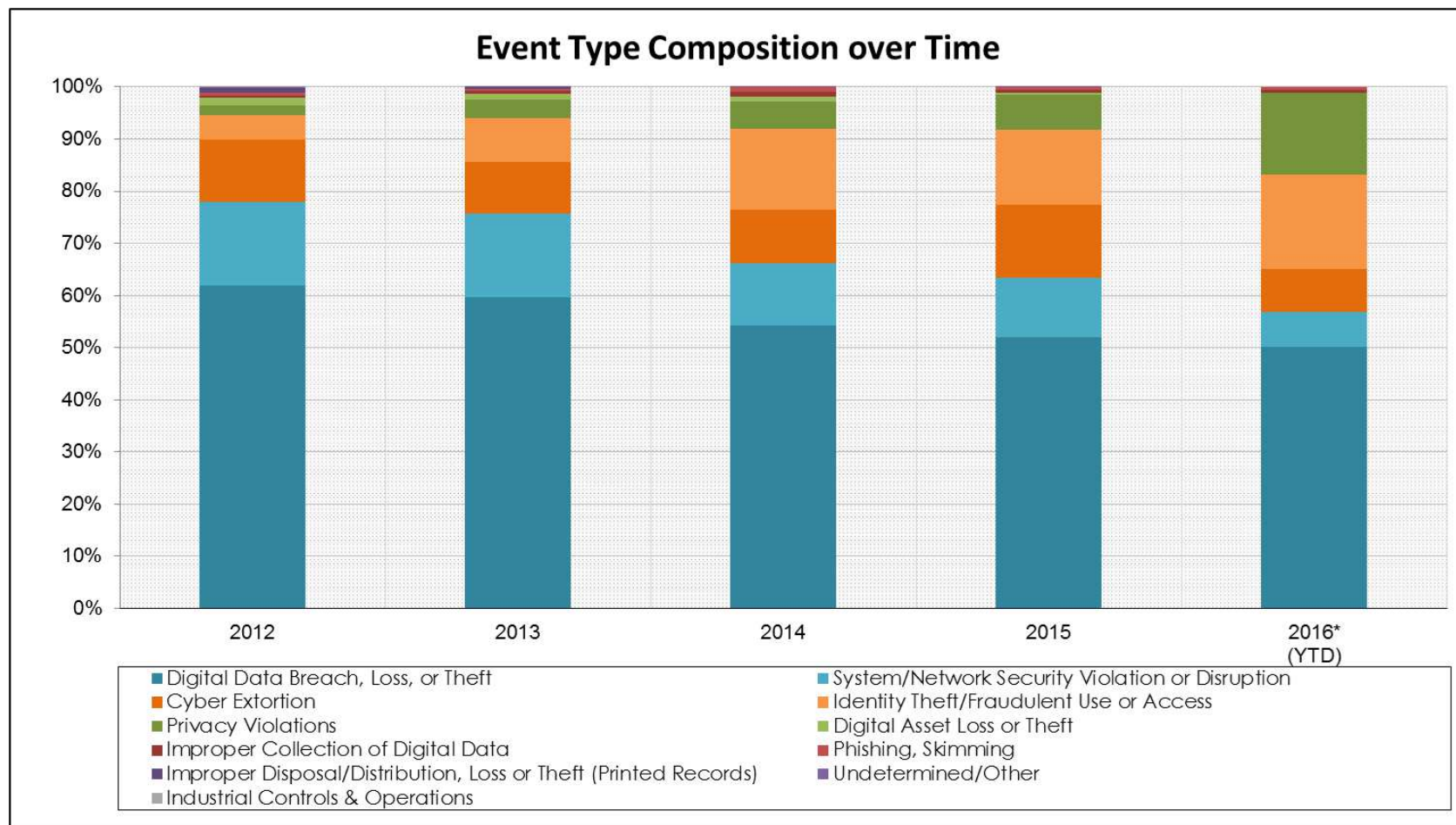


# Event Count over Time



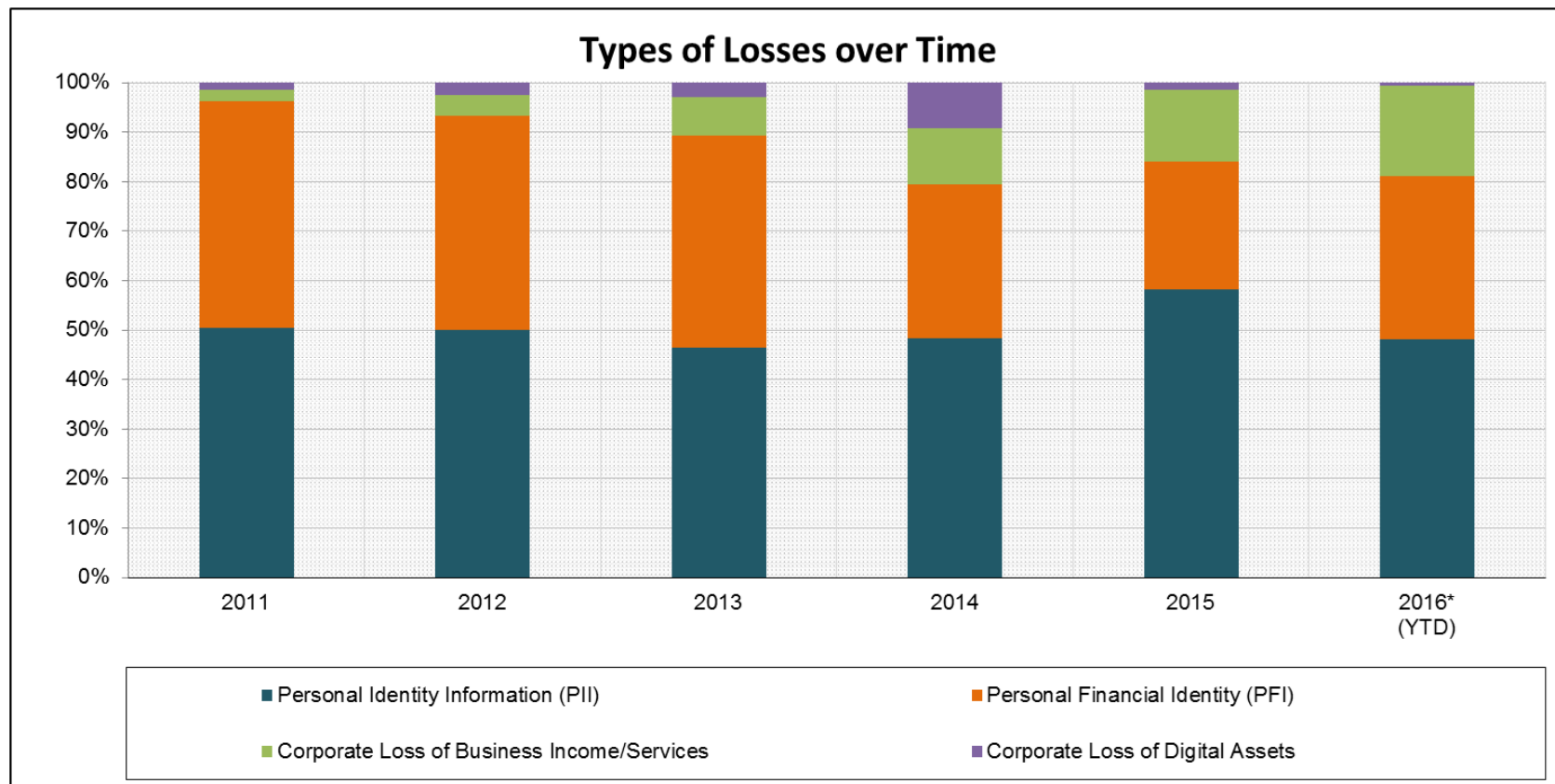


# Event Type Composition

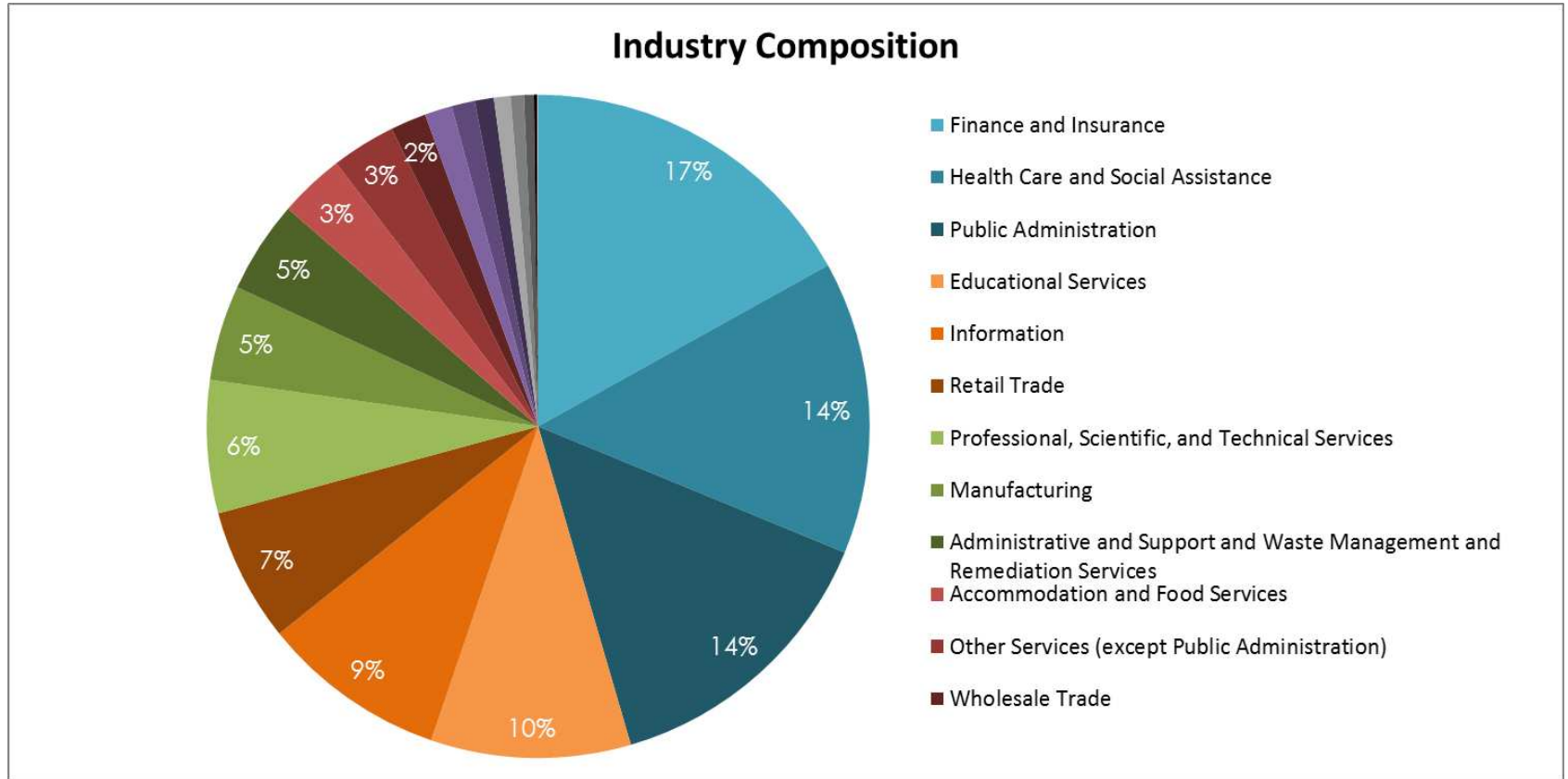




# Type of Loss



# Industry Composition



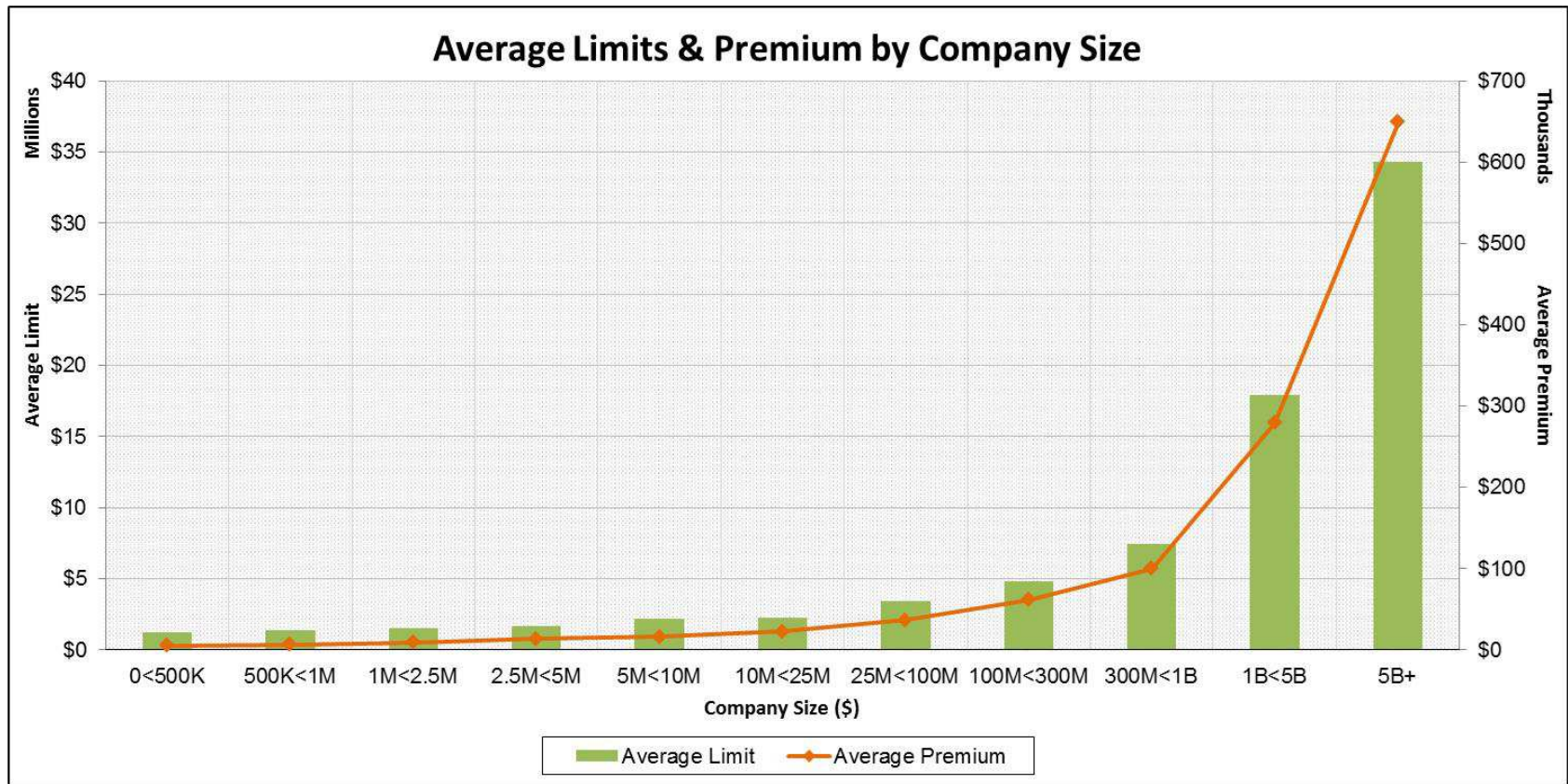
# Premiums at Renewal

Premiums at Renewal: ADVx Index

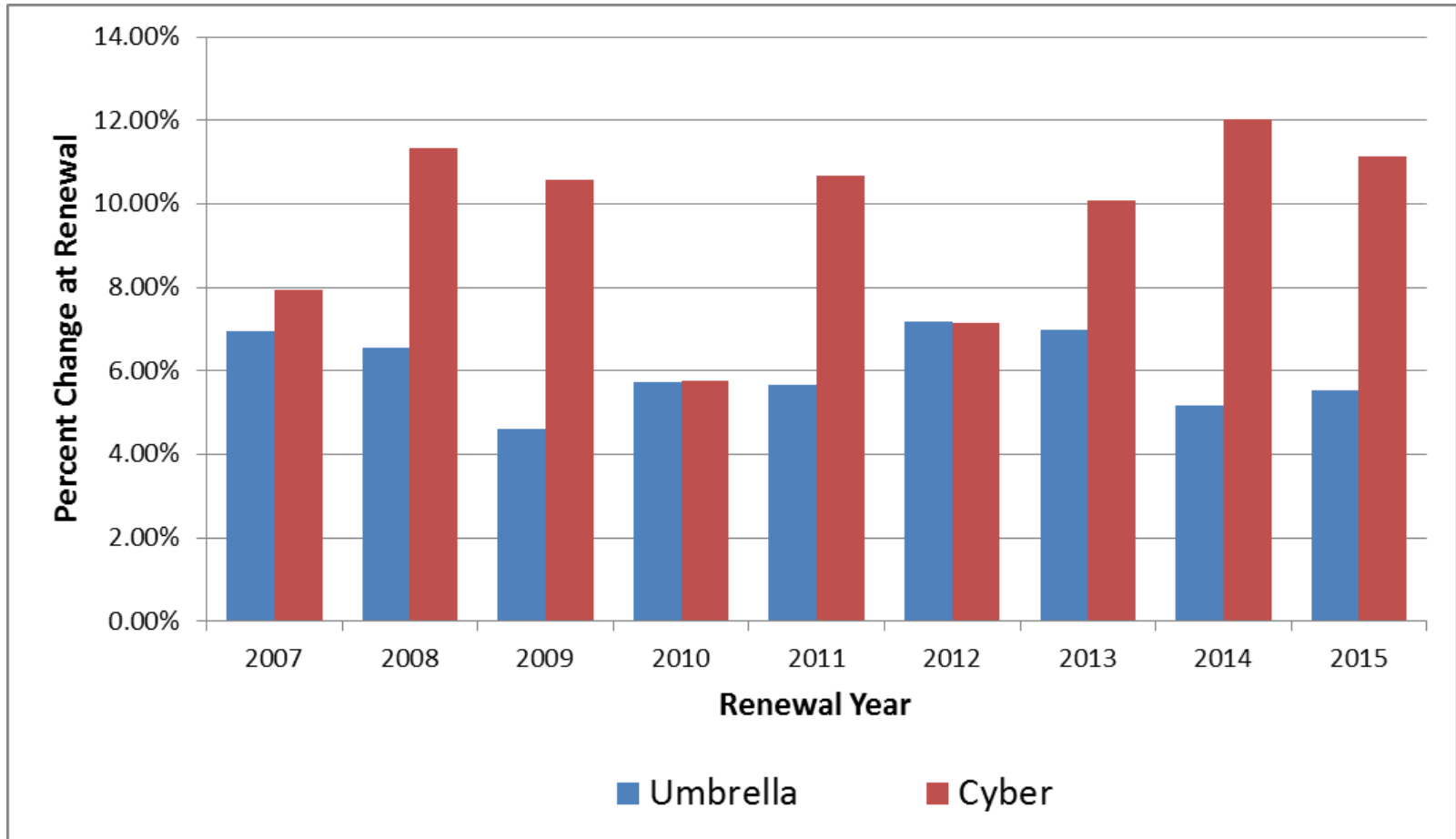




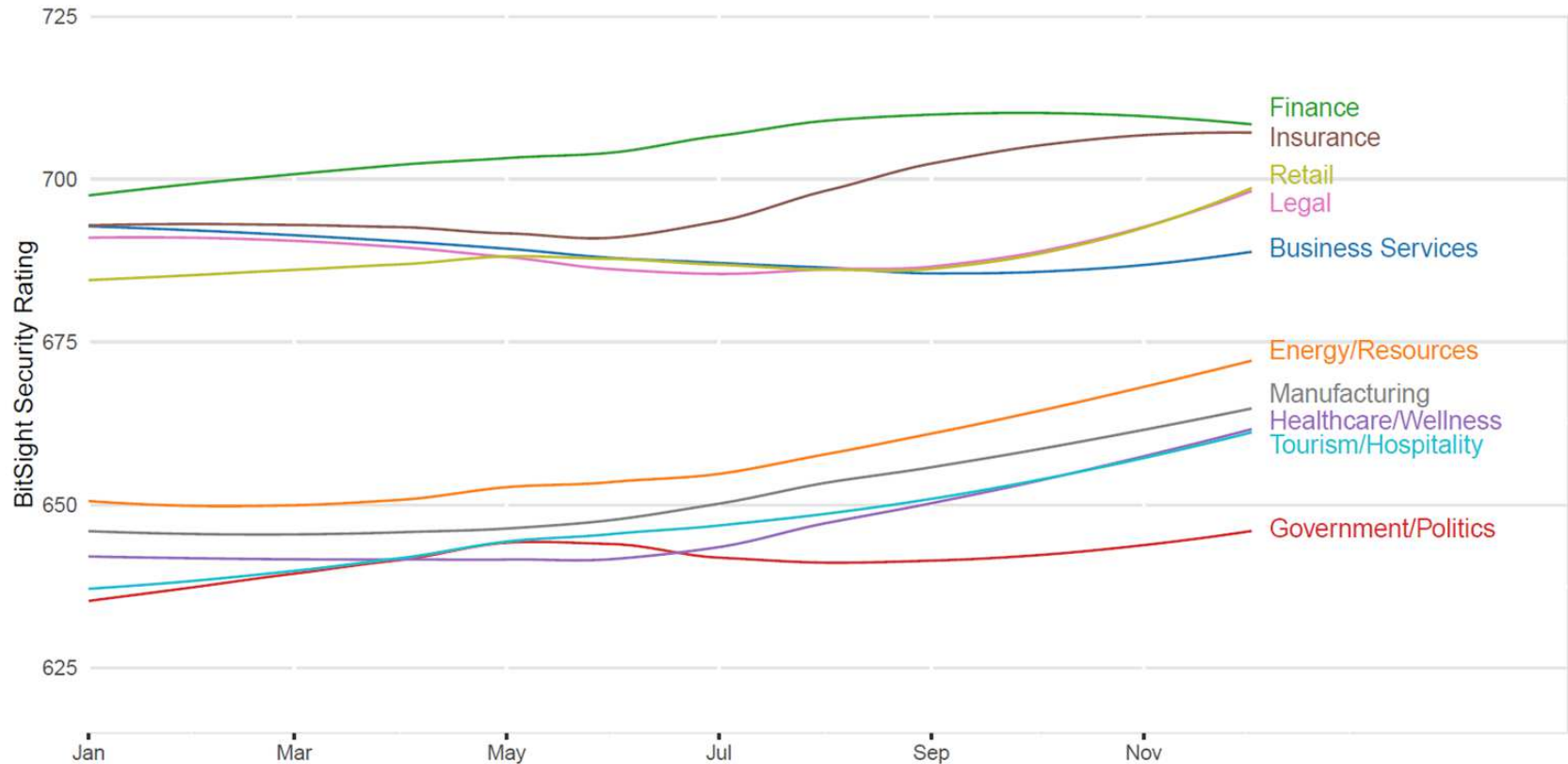
# Average Cyber Limits & Premiums



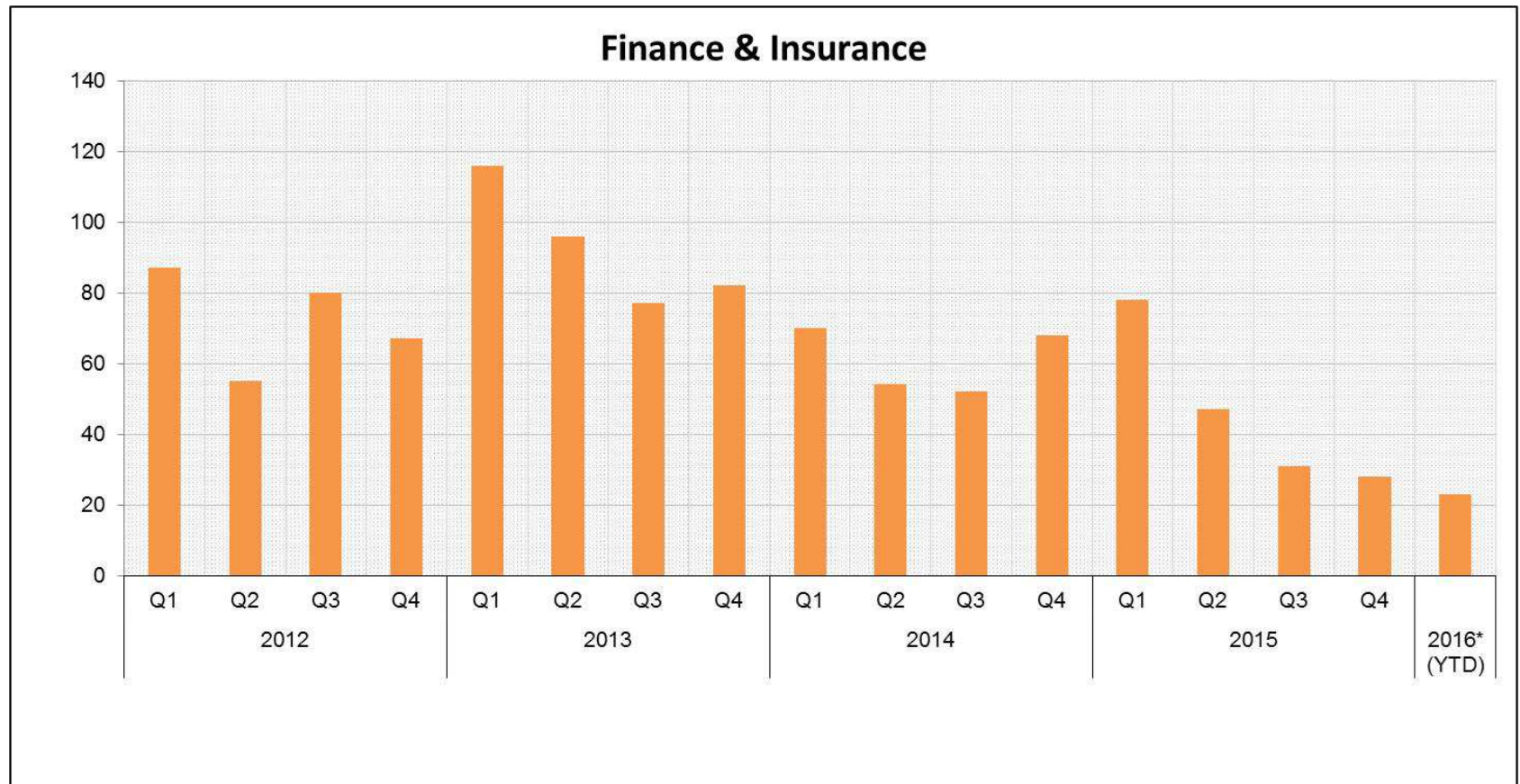
# Change in Limits at Renewal



# Security Ratings by Industry over Time

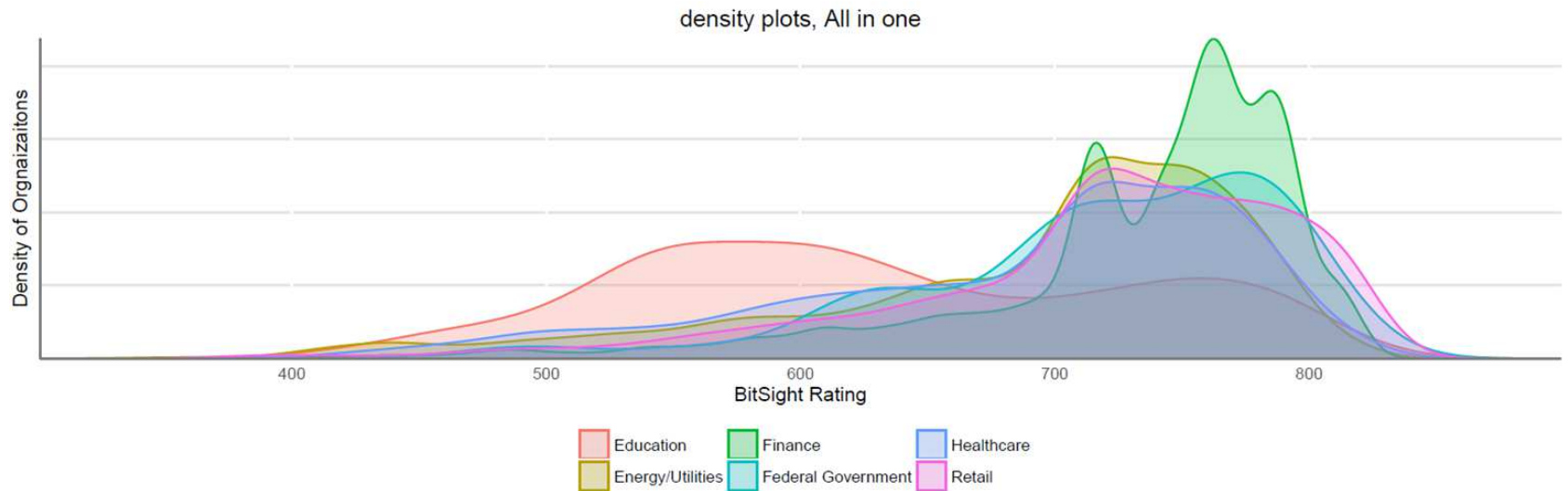


# Count of Cases: Finance & Insurance

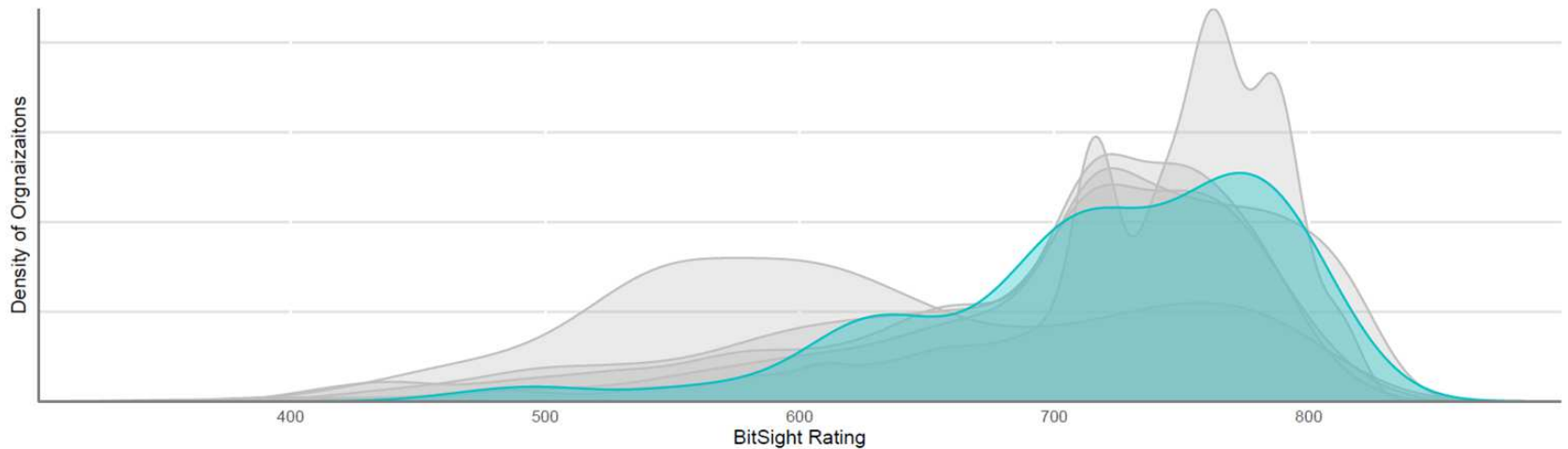




# Density Plot: All Industries



# Density Plot: Federal Government

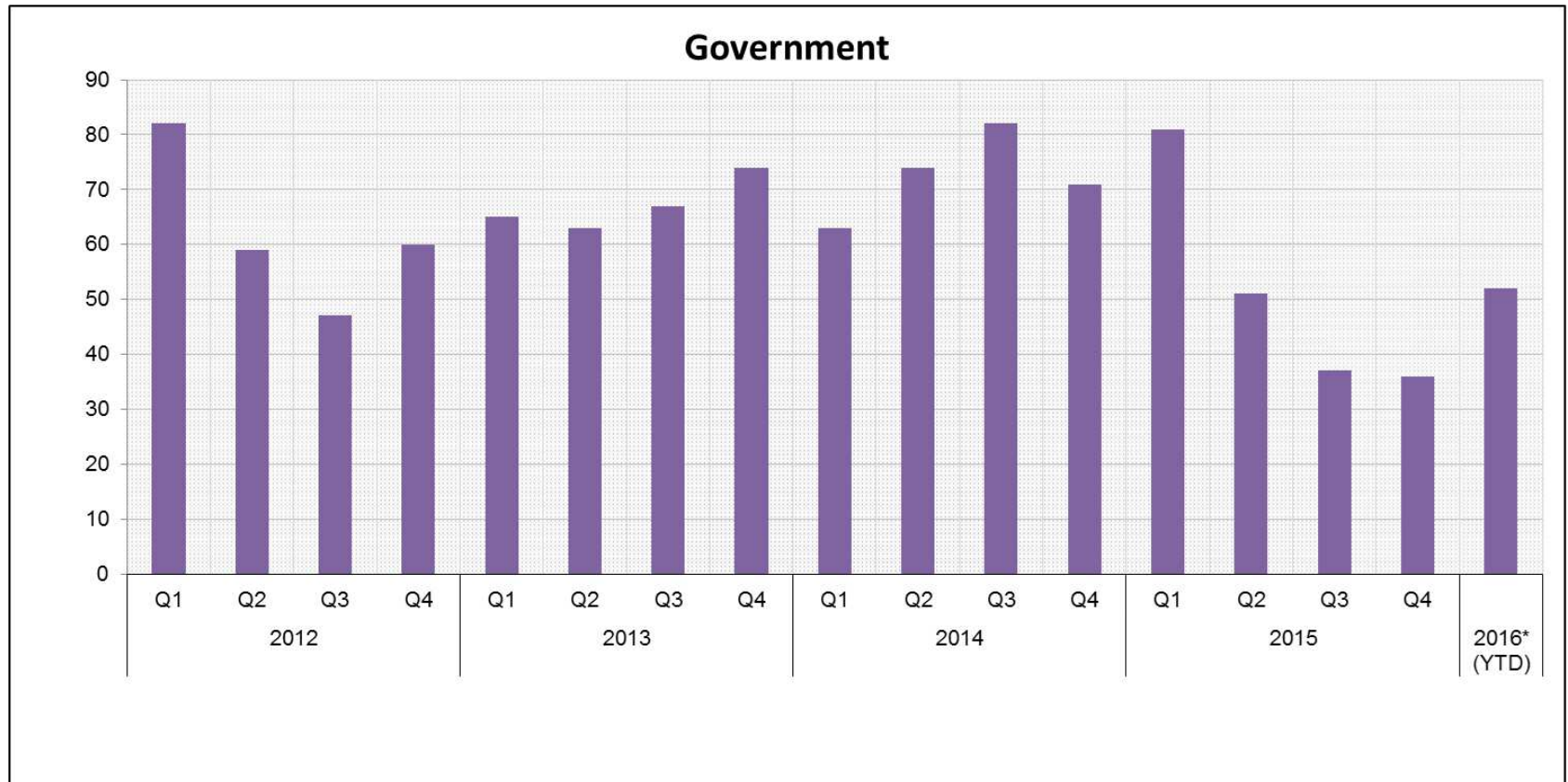


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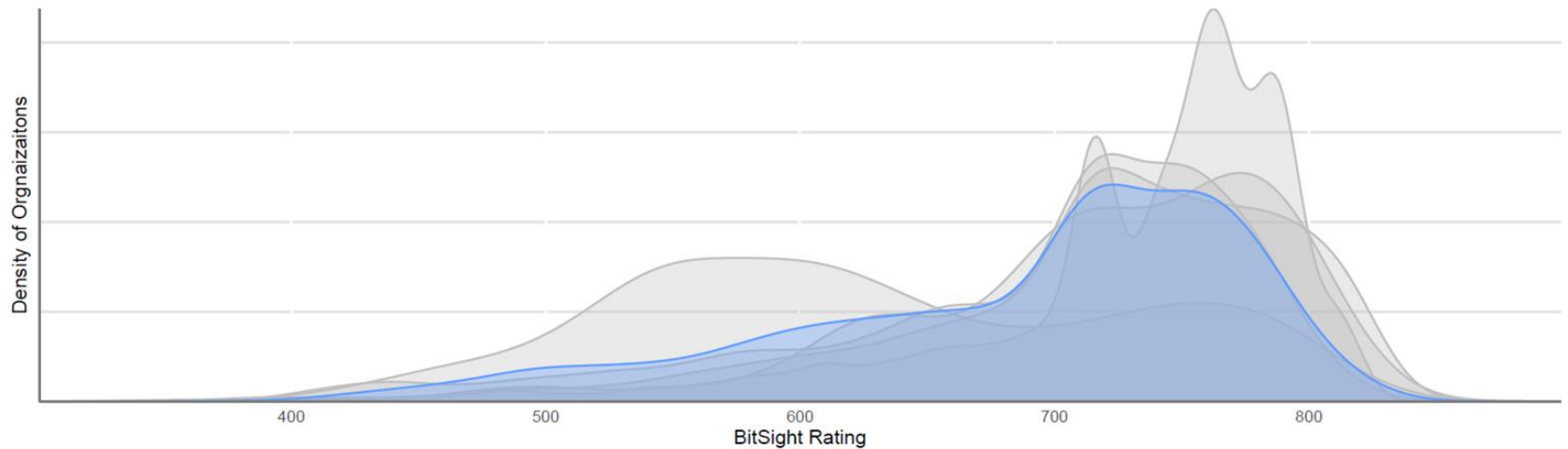


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# Count of Cases: Government



# Density Plot: Healthcare

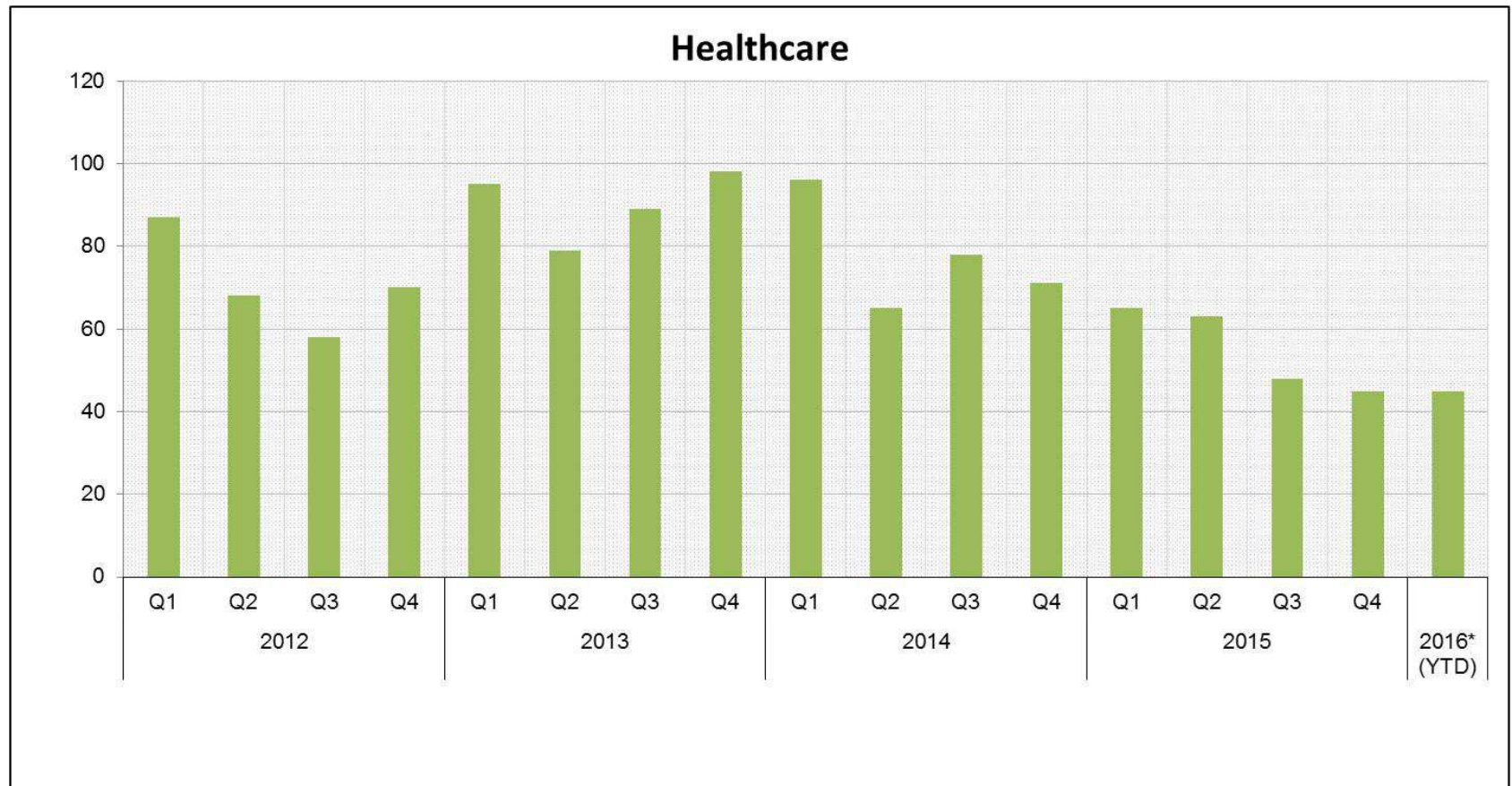


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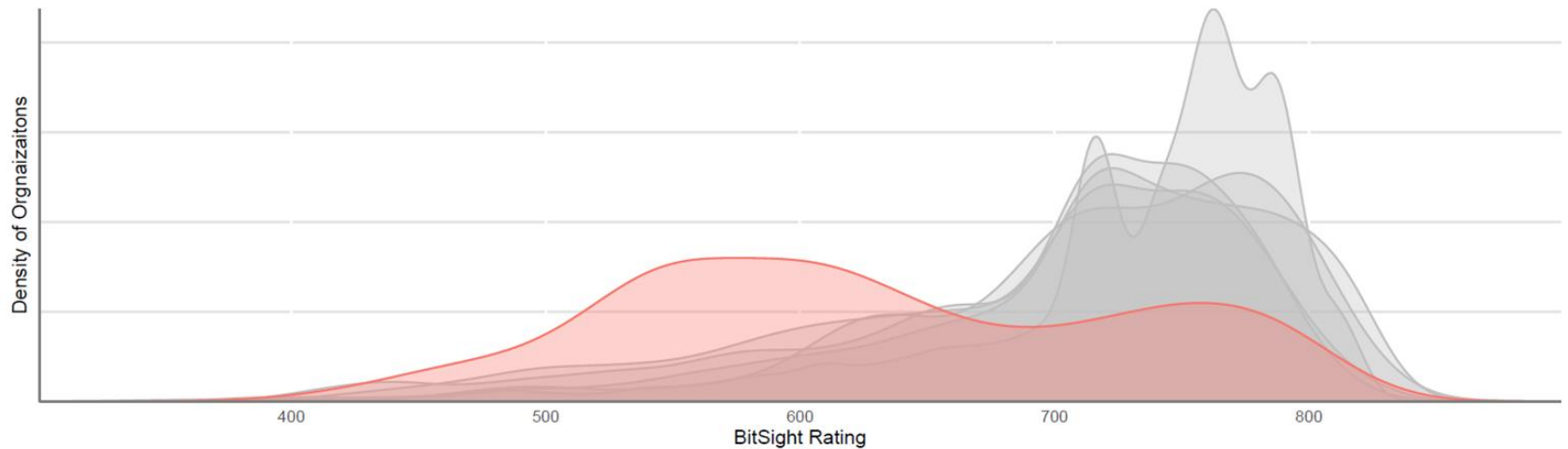


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# Count of Cases: Healthcare

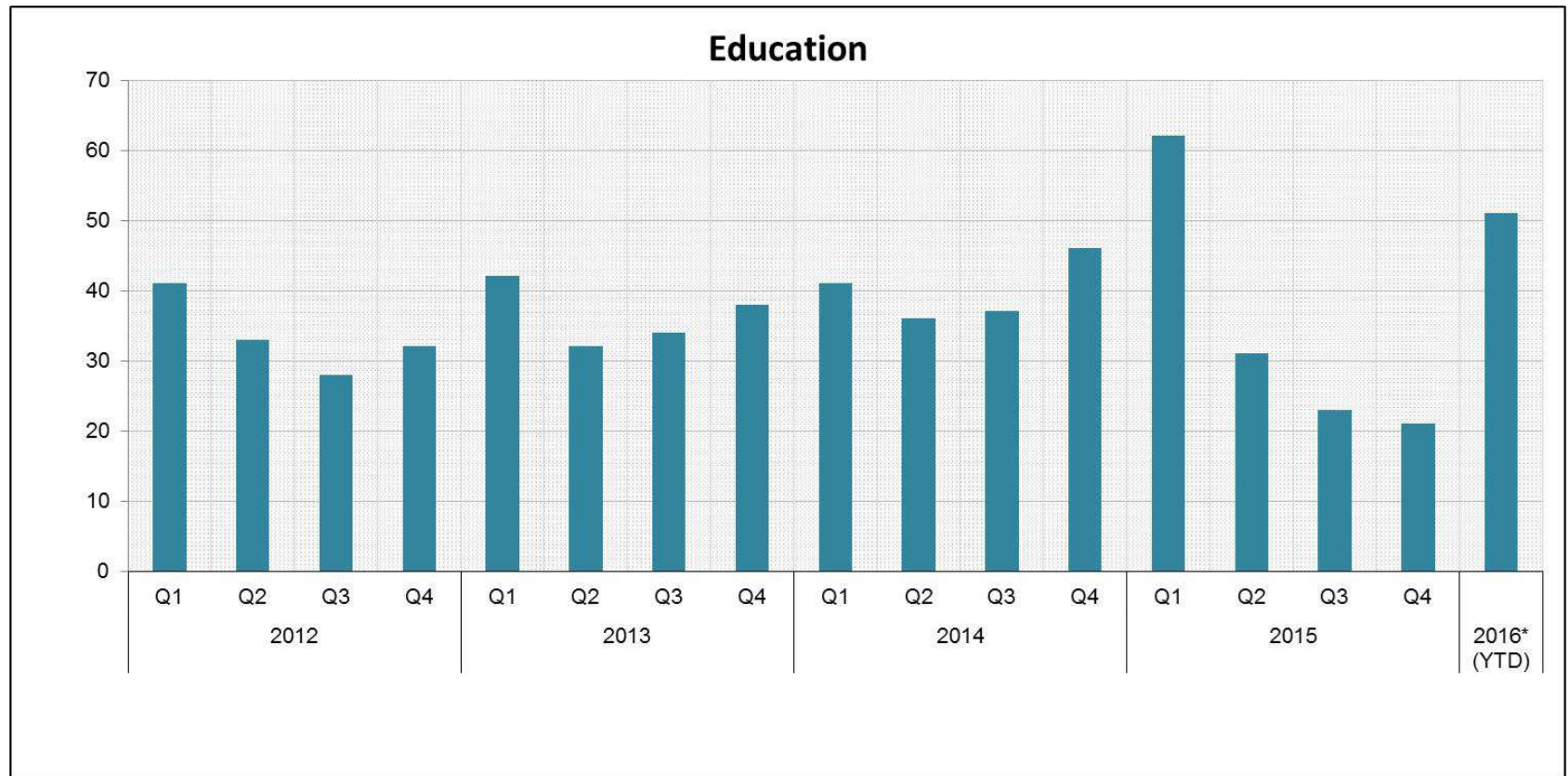


# Density Plot: Education



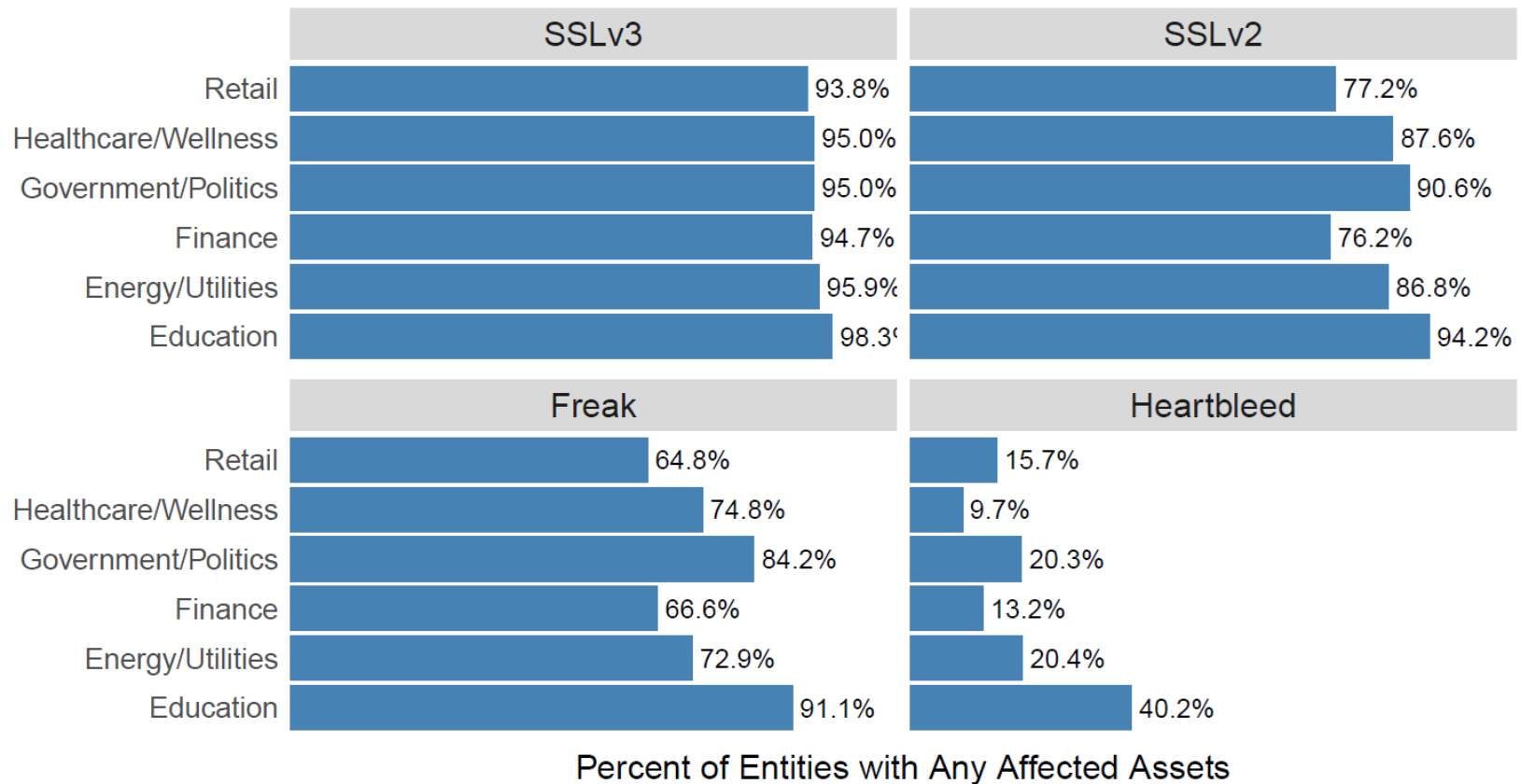


# Count of Cases: Education

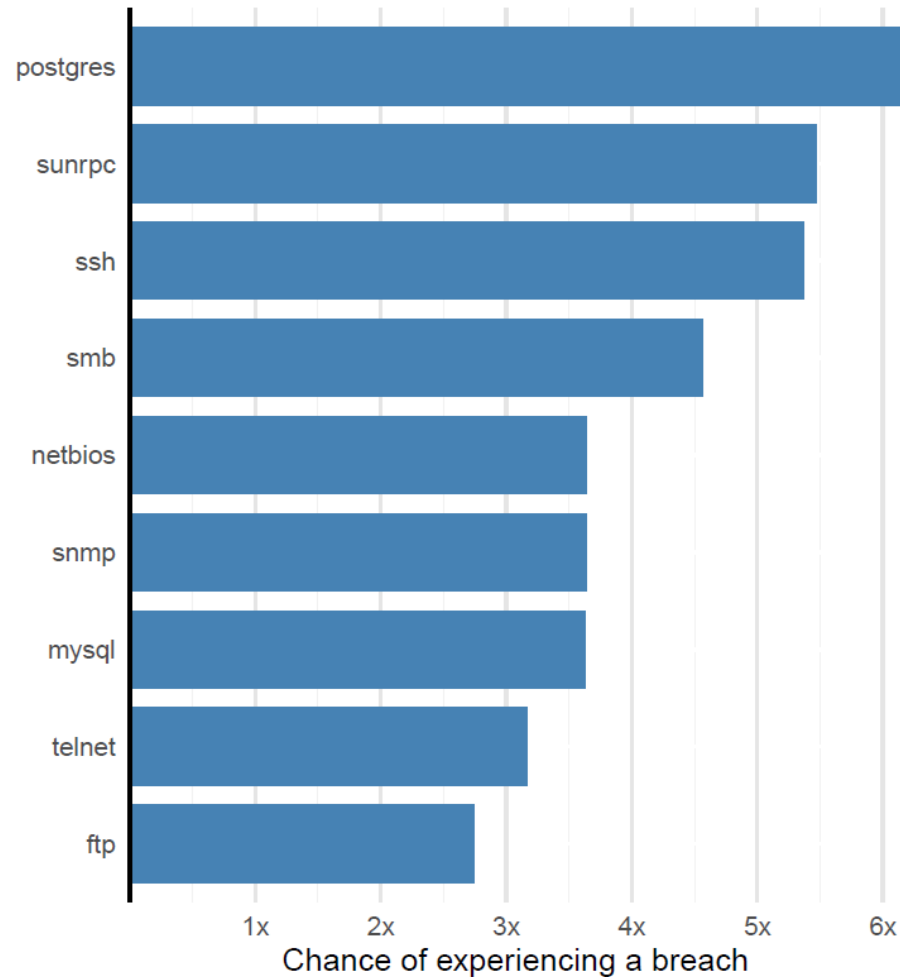




# Vulnerable Security Systems



# Chances of a breach from systems run on the Internet



# Attack surface from services run on the Internet



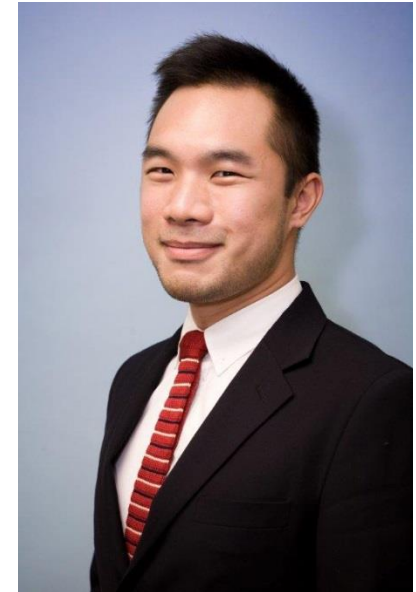
# Thank you to our panelists



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# Cyber Data Set

Advisen cyber database includes more than 22,000 cases involving billions of unauthorized disclosures, thefts, or serious disruptions of customer and employee identities, corporate assets, and systems capabilities.

**ADVISEN'S CYBER DATASET**

Advisen's Cyber Database is a proprietary national database of information about various "Cyber risk" related events which have or could have resulted in significant financial judgments or financial loss to corporate entities.

"Cyber risk" means any risk of financial or physical loss, disruption of services or damage to the assets or reputation of an organization through either a failure of its information or technology systems, or a malicious act affecting that information or technology systems. While system "hacks" and data breaches get the lion's share of publicity, Advisen's Cyber Dataset also includes such risks as:

- Digital Data Breach, Loss, or Theft
- System/Network Security Violation or Disruption, including DDOS
- Identity Theft/Fraudulent Use or Access
- Improper Collection of Digital Data
- Improper Disposal/Distribution, Loss or Theft (Printed Records)
- Digital Asset Loss or Theft
- Privacy Violations
- Phishing, Skimming
- Cyber Extortion

As of October 2015, the Advisen Cyber database includes more than 22,000 cases involving billions of unauthorized disclosures, thefts, or serious disruptions of customer & employee identities, corporate assets, and systems capabilities.

**DATA FEEDS DELIVERY**

Advisen's Cyber Data Feeds contain nearly ready Cyber data, mapped to current and historic company data. The integration of base and company data supports advanced building sophisticated proprietary algorithms using multiple parameters, such as:

- Company Size
- Industry Code
- Number of Employees
- Company Type
- Accident Date
- Case Type
- Case Status
- Data Type
- Data Mode
- Geography

**Cyber Event Count by Company Size**

Company Size	Count	Percentage
10-199	15,141	15%
200-499	124,104	25%
500-999	1,026,100	30%
1000-4999	118,370	20%
5000+	10,100	10%

80-100%

Advisen

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- Cyber Extortion

Learn More via: <http://www.advisenltd.com/analytics/advisen-cyber-dataset/>

# Cast your vote now!

A promotional poster for the Advisen Cyber Risk Awards 2016. The background is a vibrant, bokeh-style image of a city skyline at night, likely New York City, with lights reflecting on water. In the upper left, there is a golden Oscar-style statuette on a black base. To its right, the Advisen logo (a stylized triangle) is followed by the text 'Advisen Transforming • Insurance™'. Below this, the words 'CYBER RISK AWARDS' are written in large, white, serif capital letters, with '2016' underneath in a similar but slightly smaller font. At the bottom, a red banner with white text reads 'LEARN MORE'.

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**CYBER RISK  
AWARDS**  
2016

**Advisen Cyber Risk Awards 2016**  
**June 15, 2016 • New York, NY**

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## Contact Us


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the *right hands* at  
the *right time*  
to **powerperformance.**

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Advisen is leading the way to smarter and more efficient risk and insurance communities. Through its information, analytics, ACORD messaging gateway, news, research, and events, Advisen reaches more than 150,000 commercial insurance and risk professionals at 8,000 organizations worldwide. The company was founded in 2000 and is headquartered in New York City, with offices in the US and the UK.

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