



Cyber Insurance Underwriting: What do CISOs think?

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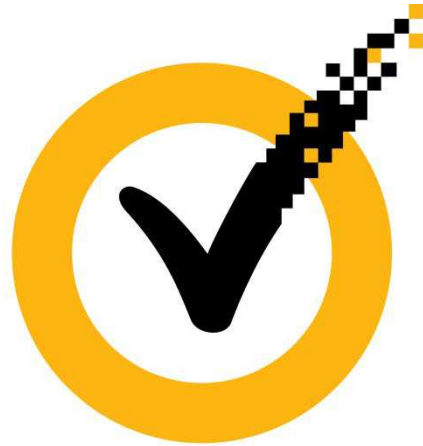
Chad Hemenway
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Symantec™

Symantec + Blue Coat + Life Lock by the numbers

3,000+

Engineers & Researchers

64,000+

Data Centers Protected

385,000

Customers Worldwide

175 Million

Endpoints Protected

12,000+

Cloud Apps Protected

2 Billion

Emails Scanned Daily

1 Billion

Web Requests Categorized Daily

4 Million

Previously Unseen Threats Per Day

2000+

Total Patents

About Advisen

Advisen delivers:
the **right** information into
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to *power* performance.

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Cyber Insurance Underwriting: What do CISOs think?

Tim Fitzgerald, VP & Chief Security Officer Symantec

Jay Sarzen, Research Lead Aite Group

Nikon Rasumov, Director of Product Symantec



Symantec's online underwriting tool offers intelligence using **publicly available data, aggregated Symantec telemetry and our security expertise**

Application

Company Information

Company Name

Domains of Parent & Subsidiaries

Year Established

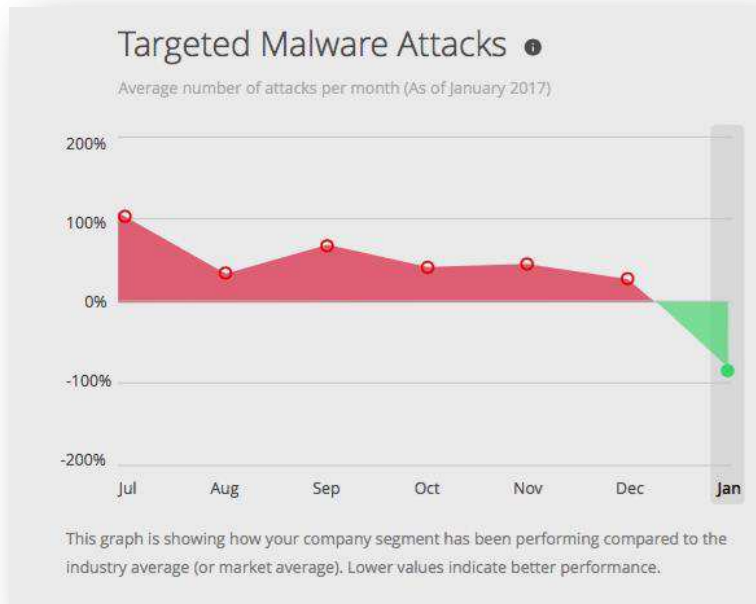
Data Loss or Business Interruption
☐ Data Loss
☐ Business Interruption

Primary SIC Code

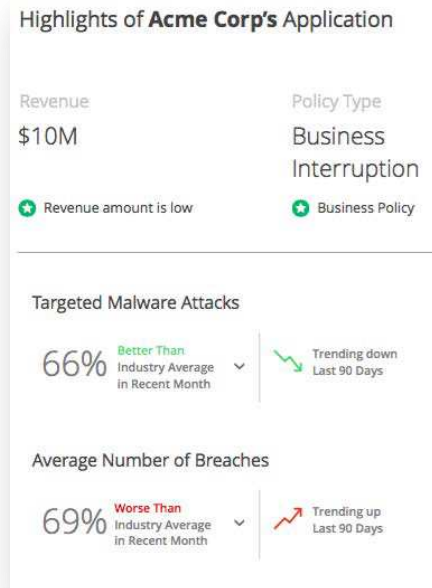
Number of Employee

Lastest Year Annual Revenue

Data Access



Highlights



A data driven approach using publicly discoverable information about that company as well as aggregated internal information about similar companies

1 Click
1 Company



Specific Outside Intelligence



Vulnerabilities



Financials



Security Configurations



Breaches

Aggregated Inside Intelligence



Attackers



Configurations



Technologies

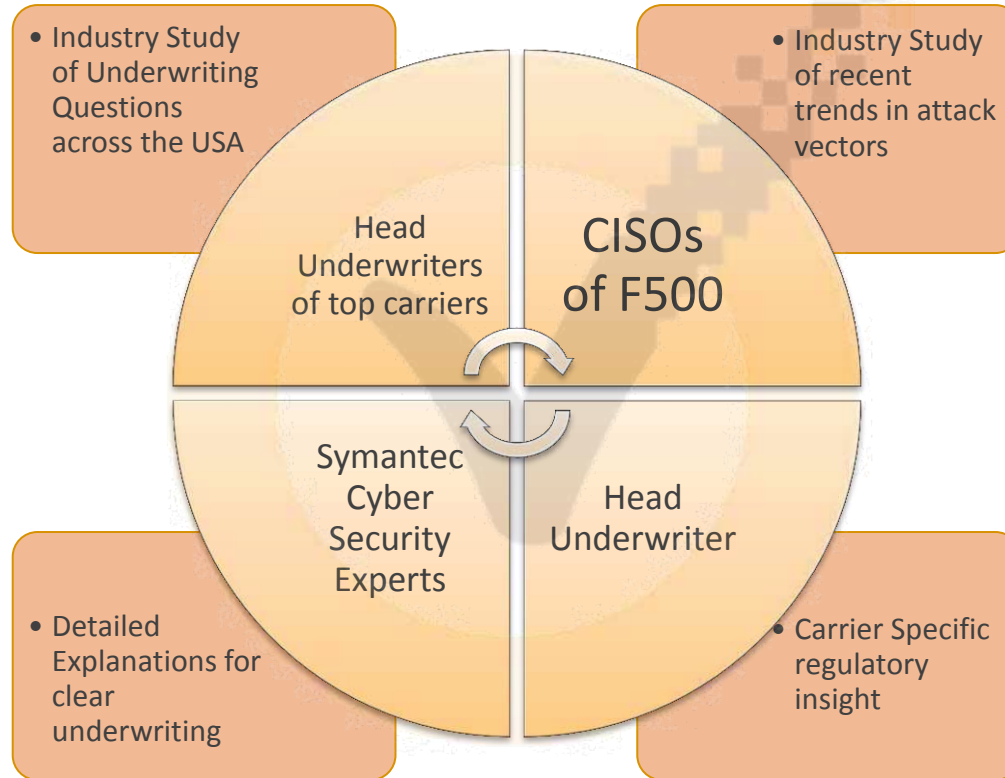


Product telemetry



Symantec Underwriting Philosophy

“Always asking the right questions!”



Underwriting by the numbers: Extensive data made readily available to underwriters in an efficient and easily consumable form

Extensive company coverage

200,000+

Companies with enhanced underwriting data

7 Million

Companies with standard underwriting data

130 Million

Domains with basic IT and security data

Readily available quantitative data on companies

200+

External Cyber Security Metrics

200+

Internal Cyber Security Metrics

100

Cyber security scenarios with sized financial impacts for your clients

Insight to drive qualitative assessments and drive more business

430+

Deep Dive Questions available in dynamic questionnaire

23

Policy Specific Sections to tailor

90%

Faster Underwriting, in some cases



Exposure and Security Information enables Company Specific Questions

Highlights of Acme Corp's Application

Revenue

\$10M

★ Revenue amount is low

Policy Type

Business
Interruption

★ Business Policy

Policy Limit

\$1MM

Deductibles: 10%

★ Limit amount is low

Data Type & Volume

PCI >10K

PII >20K

★ Fair amount of PCI & PII

Targeted Malware Attacks

66%

Better Than
Industry Average
in Recent Month



Trending down
Last 90 Days



End Point Protection

11%

Below
Industry Average
in Recent Month



Trending down
Last 90 Days



Average Number of Breaches

69%

Worse Than
Industry Average
in Recent Month



Trending up
Last 90 Days



Vendor Risk

78%

Better Than
Industry Average
in Recent Month



Trending up
Last 90 Days



Save Time and Improve Risk Selection

5 Question Shortcuts

Company Information

Company Name

Domains of Parent & Subsidiaries

Year Established

Data Loss or Business Interruption
☐ Data Loss
☐ Business Interruption

Primary SIC Code

Number of Employee

Latest Year Annual Revenue



Did you know?

You saved 1h 40min
because we answered 93
out of 284 questions for
you based on the data we
have about this
company.



420 Deep Dive Questions

Company Information

Company Name

Domains of Parent & Subsidiaries

Year Established

Data Loss or Business Interruption
☒ Data Loss
☐ Business Interruption

Primary SIC Code

Number of Employee

Latest Year Annual Revenue

Anti-Malware

Are anti-malware solutions installed and updated regularly on all systems?
☒ Yes According to Symantec Statistics

Personal Identifiable Information

How many records does the company store, process, transmit that may be classified as personally identifiable information (e.g. SSN)?





Questions & Answers

Nikon Rasumov, Director PM

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Cyber Insurance Group, Symantec Corporation



Thank you, panelists!



Tim Fitzgerald

VP & Chief Security Officer
Symantec



Nikon Rasumov

Director of Product,
Symantec



Jay Sarzen

Research Lead
Aite Group

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Coming April 2017



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