

published by



FEATURING
163
PROVIDERS!

[2ND ANNUAL]

ADVISEN'S 2018 CYBER GUIDE

The Ultimate Guide to
Cyber Service Providers

[SPONSORED BY]



Project Team List

2018 Advisen Cyber Guide

The Ultimate Guide to Cyber Service Providers

COMPILED BY:

Advisen Ltd.

1430 Broadway, 8th Floor

New York, NY 10018

www.advisenltd.com

212.897.4800

PROJECT TEAM

Publisher

Bill Keogh

Editor-in-Chief

Rebecca Bole

Managing Editor

Chad Hemenway

Project Manager

Lindsay Cryer

Survey Manager, Editor

Josh Bradford

Editor

Erin Ayers

Ad Sales and Marketing

Jeff Cohen, EVP & Global Business Development

David Baldwin, Business Development

Joan Kelly, Business Development

Tanvi Devidayal, Media Marketing Manager

ads@advisen.com

Advisen Ltd. would also like to thank those organizations who have supported the 2018 Advisen Cyber Guide with their advertising. Most of all, Advisen Ltd would like to thank the contributors who took the time to provide information on their services for the Cyber Guide.

@2018 by Advisen Ltd. All rights reserved.

THANK YOU TO OUR SPONSORS!

(Click on logo to jump to sponsor ad)



2018

ADVISEN'S CYBER EVENTS CALENDAR

Cyber Risk Insights Conference – London

6 MARCH

etc. venues

Cyber Risk Insights Conference – Chicago

MAY 22-23

Marriott Chicago Downtown Magnificent Mile

Cyber Risk Awards – New York

JUNE 6

Gotham Hall

Cyber Risk Insights Conference – New York

OCTOBER 25

Grand Hyatt

<https://www.advisenltd.com/media/conferences/>

Table of Contents

► *Click on the page number to jump to that section!*

THANK YOU TO OUR SPONSORS!.....	<u>3</u>
LETTERS FROM THE EDITOR	<u>7</u>
THE BROKERS' OUTLOOK.....	<u>9</u>
CYBER MARKET CATERS TO CLIENTS WITH CONVERGENCE.....	<u>13</u>
CATEGORY/PROFILE KEY.....	<u>14</u>
A-Z INDEX	<u>15</u>
CYBER PROVIDER PROFILES	
Carrier.....	<u>21</u>
Broker	<u>68</u>
Insurance Data& Analytics	<u>95</u>
Pre-Breach Cybersecurity Consultant	<u>112</u>
Cybersecurity Software Provider.....	<u>131</u>
Training.....	<u>148</u>
Legal	<u>151</u>
Forensics & Cyber Investigations.....	<u>182</u>
Notification, Credit Monitoring, Call Center.....	<u>198</u>
Public Relations & Crisis Management	<u>204</u>



Click this icon
to return to the
Table of Contents

NOW
AVAILABLE

Looking for a data-driven solution to help you quickly evaluate the cyber risk of organizations?

Cyber OverVue™ provides actionable intelligence.

BROKERS and CARRIERS use OverVue to:

- Demonstrate the need for cyber coverage with peer loss examples
- Improve underwriting performance and profitability
- Improve cyber risk advisory capabilities
- Improve coverage recommendations
- Negotiate pricing & terms with an understanding of historical frequency and severity



Let's Chat!

Let's talk about cyber risk! We'd love to hear about some of your challenges and what you are experiencing in the market.

Email info@advisen.com and we'll set up some time to talk.

Letters from the Editors



Rebecca Bole,
EVP & Editor-in-Chief

We're back—and we're bigger and broader than before!

Advisen's Cyber Guide: The Ultimate Guide to Cyber Service Providers now features 163 vendors of cyber services and we're delighted to bring them to you in this easy-to-navigate online tool.

The frequency and severity of cyber threat events in the past year have highlighted the need to be prepared for a breach and to know exactly who to call

once one occurs. Wasted time in the critical first hours of an event can be very costly.

So, take some time to flip through this Guide. Decide what services you need—pre-breach, post-breach, insurance and everything in between. This Guide will help you identify the best providers for your needs and engage with them before the fact—not after.

Advisen believes that this guide offers buyers of cyber services the most comprehensive, independent, guide to the service providers in this market and the products they offer.

Our aim is to help buyers of cyber services to make more informed decisions on the vendors they choose, without prejudice or judgment.

We have gathered a standard set of information from cyber service providers and categorized the responses in an easy reference tool for readers. There is no ranking, or value judgment made on each vendor—just a broad, independent directory of cyber service providers, highlighting their areas of expertise.

We expect this Guide to be the go-to tool for risk and insurance professionals to find the best cyber service provider for their particular needs.

I hope you enjoy the read!

Rebecca Bole, EVP Editor-in-Chief



Chad Hemenway,
Managing Editor

A year ago we started the Advisen Cyber Guide with the idea it would become *the* resource directory for buyers of cyber-service providers. It has grown to become just that.

Our goal following the inaugural edition in 2017 was to grow and evolve in an earnest attempt to keep up with this rapidly changing marketplace and the complex needs of buyers.

Flip through this improved interactive PDF to find a who's who of companies by name and by category—each seeking to prevent, detect and respond to cyber threats. Whether designed to pinpoint a specific need along the chain or a combination of needs, each company views, assesses, mitigates and responds to cyber risk in different ways.

Interestingly, we received many more submissions than a year ago. Is this a sign of growth among cyber-service providers? Yes and no. We can simultaneously assume there are both new entrants in the marketplace and others who have been in the market, but submitted a profile to us for the first time this year. Some companies are missing compared with the 2017 guide because they are no longer in operation. We also included brokers this year. (Again we included reinsurers, in the Carrier category instead of a separate category at the advice of our consultants.)

It also should not go without mentioning, you may notice some faces have changed. Over the last year there has been a lot of human capital moving and shifting as companies seek to form cyber dream teams of experienced underwriters, risk managers, thought leaders, and/or influencers.

Anecdotally this jibes with what we've heard. The marketplace is a fluid one as companies jockey for position, engage in the innovation race, and determine the most effective way to measure cyber risk. For more perspective on some of the marketplace dynamics, we once again included varied perspectives from brokers. It is always interesting to get their take on the cyber universe.

Now for a few more points about The Ultimate Guide to Cyber Service Providers: Advisen reserved the right to exclude some submissions based on a number of factors. We did not include small agencies or independent consultants, for instance. Furthermore, no one received a different survey. Companies in each category were asked the same questions and follow-up questions. Respondents were required to answer a specific set of inquiries in order for us to have the very basic information we needed for a profile. Some respondents stopped there—for various reasons which we will not question—and chose not answer other unrequired queries. This was the respondent's prerogative. However, this explains why some profiles include "N/A" to questions. This indicates the company chose not to answer, most often due to confidentiality.

Nevertheless, we asked the questions in order to get as much information as possible for buyers. Some companies included more information about themselves than others. This explains why some profiles look fuller.

We urge readers to keep this in mind as they look through The Ultimate Guide to Cyber Service Providers. Visit the websites of these providers and give them a call to find out more about them.

This guide does not happen without the support of our sponsors. Thank you to Marsh, Experian, Safety National, Philadelphia Insurance, Kivu, XL Catlin, INSURETrust, Lewis Brisbois, Wilson Elser, Cybercube, Mullen Coughlin, and AMWins. Thanks are also extended to others within our cyber community who we routinely lean on for advice and brainstorming. You know who you are.

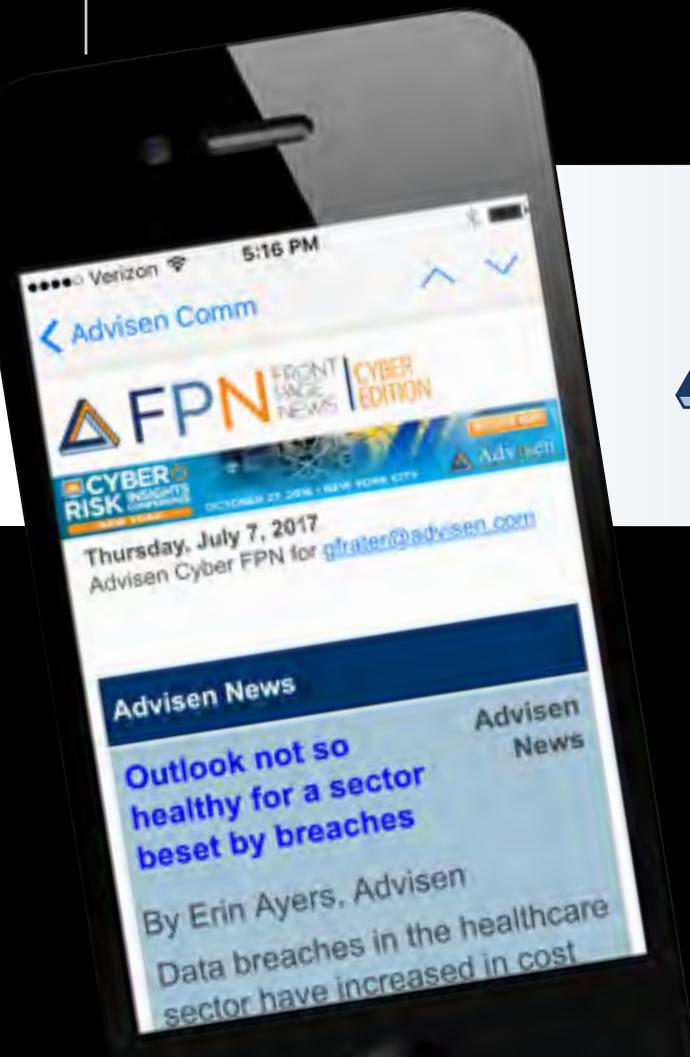
Got feedback and/or comments? We are always looking for ways to improve this product and make it more valuable. Email me at chemenway@advisen.com.

Talk to you soon,

Chad Hemenway, Managing Editor

Stay current with
the fast-changing
Cyber Risk market.

Get Cyber Front Page News
delivered directly to your inbox
TWICE WEEKLY.



SUBSCRIBE NOW

www.advisenltd.com/2018-cyber-fpn-subscriptions/

THE BROKERS' OUTLOOK

By Chad Hemenway, Managing Editor

What should I get to cover the specific risks of my business and how much should I buy?

What do I do now?

These are simple yet loaded questions. More often than not, brokers are the trusted advisors of insurance customers, who are increasingly looking for risk management and transfer options. Brokers can be, and many times are, the first call a cyber insurance policyholder makes when an incident occurs.

It is with this in mind that we asked brokers another simple but loaded question for the benefit of Cyber Guide users: What are some of your observations of the cyber insurance market over the last year? Their answers touch on price, coverage, take-up, demand, risk quantification, risk management, challenges, the influence of current events, and more.



**Adam Cottini — Managing Director,
Cyber Liability Practice;
Arthur J Gallagher**

The way cyber risk will be evaluated in the future is changing extremely fast. Over the next year, the concept of “inside looking out” will become commonplace. Combining already useful “outside looking in” evaluation tools but “inside looking out” quantifiable metrics is the next logical evolution of cyber risk evaluation. Both carriers and brokers understand that meaningful technology deployment coupled with quantifiable internal data can benefit all stakeholders in making prudent decisions to manage cyber risk. Making decisions with an “inside looking out” mindset allows for more certainty when setting IT budgets, deploying new “meaningful” technology, allocating resources for regulatory and business compliance, understanding vendor business impact and ultimately quantifying limits for cyber insurance.

Trusted advisors will play an ever increasing role in securing cyber insurance. Organizations realize that insurance terms can be positively impacted when better information is made available to the underwriting community. But at the same time, organizations desire impartiality and strict confidence when sharing critical network security details. Trust

**“Inside looking out”
quantifiable metrics
is the next logical
evolution of cyber
risk evaluation.**

—Adam Cottini

and confidence surrounding the sharing of critical cyber insurance underwriting information will demand continued attention. However, as “inside looking out” strategies begin to generate useable and measurable data, it will be imperative for brokers to be the trusted advisors that can help effectuate prudent cyber risk management decisions and also serve as a valuable filter for critical information sharing with insurance underwriters.

Quantifying business interruption has become a critical component of any cyber risk management strategy. In light of several 2017 business interruption events, there is more emphasis on securing adequate cyber business interruption insurance limits either through cyber policies, property policies or a combination of both. Unfortunately, this is an area of cyber insurance where there is inconsistency. Within the category of cyber insurance, carriers and insureds struggle with quantifying dependent business interruption and system failure. As such, both triggers of coverage are often subject to sublimits which are difficult to substantiate as adequate.



**Bob Parisi — US Cyber Product
Leader; Marsh**

In 2017, we saw pricing stabilize. This was due in part to the increased purchase of cyber insurance by companies not facing huge privacy exposure. We also saw cyber coverage respond to the demand for property-based cyber exposure as more industrial sectors of the economy sought to purchase the coverage. This was especially evident in the wake of Petya losses and the pullback by the traditional property markets to respond to the growing risk.

2017 also saw large-limit cyber facilities become more attractive to organizations. This was due not only to the desire to purchase more coverage, but also a desire to not have to deal with multiple insurers on a complicated tower after a large loss. Toward this end, organizations began to demand cleaner, simpler cyber solutions starting with the premise that all their technology risks were covered. The good news is the industry responded.

**We also saw cyber
coverage respond
to the demand for
property-based cyber
exposure as more
industrial sectors of
the economy sought
to purchase the
coverage.**

—Bob Parisi



Max Perkins — SVP, Global Cyber & Technology team *Lockton*

Over the last year buyers are, more than ever, trying to quantify risk. These are not questions that can easily be answered, and I don't think there is a complete answer yet but we are making good strides pulling together the components of the questions. There is also a greater awareness that cyber permeates all businesses and that "cyber" risk goes well beyond data. Businesses are thinking of the operational impact—business interruption. But I think businesses are woefully underinsured for business interruption right now.

There is also a greater awareness that cyber permeates all businesses and that "cyber" risk goes well beyond data.

—Max Perkins

Furthermore, companies of all sizes within the last year are pushing us all to make sure there is clarity of coverage. I wish I could say right now that there is across the marketplace—across cyber, property, casualty, pollution—but there is not. To this point, we've seen underwriters starting

to work across siloes, which is really needed.



Meredith Schnur — SVP; *USI Insurance Services*

In 2017 there was a huge shift from breach response/privacy to first-party business interruption in light of WannaCry and NonPetya. Prior to these attacks, we knew what business interruption was and knew how to explain it but there was not a ton of claims to hold up and point to. That has changed significantly over the past year. Now we've seen more claims and it woke everyone up to the fact there is a direct correlation to actual business income loss.

We've seen more claims and it woke everyone up to the fact there is a direct correlation to actual business income loss.

—Meredith Schnur

Competition among markets has made this type of coverage readily available and affordable. I don't think I have one client without it. But business interruption remains a challenge to underwrite, as does system failure, which is in a completely different category. And then you have the difficulty of dependent BI or system failure.

Underwriters can only get to a point of satisfaction with a client's cyber hygiene and business continuity plan. But there's an evolution happening. I think I have spent more time this year talking about business interruption, system failure and cyber extortion than at any other time. There's a definite shift from liability and privacy.

Insurers and brokers are introducing new tools to insureds to assist with risk profiling and consulting. A broker has to be able to gather data, be able to input it into a model and for that model to produce a maximum probable loss. There are more tools for the toolbox available, and they also provide clients a view of where they stand—if they are in good shape or need, or want, to buy more coverage. But at least they can feel more comfortable going to their board and saying they are adequately insured, because now there is some data.



Joe DePaul — Head of FINEX Cyber/E&O, North America; *Willis Towers Watson*

In 2017 we saw coverage continue to expand as more carriers address gaps in property, general liability and special crime coverage to include perils arising from cyber risk. Non-cyber carriers offered innovative coverage solutions and we started to see the blending of cyber and property coverages. Explicit grants of coverage for ransomware, social engineering and expanded cyberterrorism coverage to include nation-state attacks also trended toward the norm. There was little moving the needle on pricing, even with the high profile and large scale events that occurred throughout the year. Overall it's been a good story for buyers, especially if they can demonstrate increased levels of security and internal policy controls; in these scenarios we have been seeing underwriters offer premium decreases. Increased competition in the marketplace has also been a factor. Middle market clients saw a very competitive marketplace with aggressive pricing and broad policy language.

Energy/Utilities, Manufacturing & Technology companies saw an increase in submission activity as a result of events from malware and ransomware. The increased reliance on the Internet of Things (IoT) technology on the part of both consumers and industry also spurred growth in these areas.

There was little moving the needle on pricing, even with the high profile and large scale events that occurred throughout the year.

—Joe DePaul



Shannon Groeber — SVP, Cyber E&O Practice; *JLT Specialty*

If I was to summarize 2017 in terms of what it has meant to our marketplace, it would be that cyber is not going anywhere. That's not to say anyone thought it was going away, but to look at how companies in every sector of this industry are participating in cyber risk—and are doubling down on resources and reaffirming a commitment to provide solutions—has been remarkable. And there has been so much more confidence now on the side of the buyers that there is value in a cyber product: the

way they talk about evaluating coverage is more informed; the way they talk about limits is different; and it's clear the conversation has spread through the entire organization rather than contained within a risk management role.

To look at how companies in every sector of this industry are participating in cyber risk—and are doubling down on resources and reaffirming a commitment to provide solutions—has been remarkable.
—Shannon Groeber

Cyber continues to be a growth area for the insurance industry even though there have been events that should have caused hardening in the cyber market. It hasn't happened because of the competition and the expansion of offerings. Plus, the backing of more reinsurers has added resources, which allows carriers to commit to the product.

We're so quick to criticize or highlight carriers who have not paid claims but it may be because the client did not have the right product to begin with. Brokers have a level of responsibility and obligation to help clients find the right product, carrier and offering because they are all so different. It's really apples to oranges comparisons. This is why it is so important to level-set with clients even before getting out into the market, and find out why they are even buying a cyber solution and determine the value it creates for them.



John Farley — VP, Cyber Risk Management Services; HUB

International cyber insurance industry experts and the best of Silicon Valley have joined forces in significant ways and are collaborating to take a more comprehensive approach to cyber risk management. This is especially true as it relates to the underwriting process. Underwriters are beginning to depart from the traditional approach that was limited to questionnaires. They are expanding their efforts to “underwrite like a hacker.” By deploying sophisticated cybersecurity tools from household names like Symantec, IBM, Cisco and some of the lesser known firms such as Cloudflare, underwriters are gaining greater insight into the risks they decide to take on. I predict that it will become standard for underwriters to use real time threat intelligence throughout the policy year to evaluate risk, as opposed to relying on a completed questionnaire at renewal time. These are factors that should impact premiums, and they will continue serve the entire industry with a more rational approach to the cyber risk transfer process.

It has become clear that cyber risk can no longer be delegated to the back rooms if the IT department. The buck now stops at the C-Suite and board level. After a major data breach it is not uncommon to see a CEO resign. That

concept was unthinkable just a few years ago. Their customers, shareholders, business partners and regulators will not accept ignorance as an excuse anymore. There is enormous pressure on senior management to address cyber risk in a holistic way. They need to view cyber risk through the lens of rapidly evolving state, federal and international regulatory requirements, in their internal processes and in the people they employ at every level. We are seeing many organizations devote resources to this effort. Performing penetration tests, preparing formal written incident response plans and conducting table top exercises to prepare for a data breach are becoming the norm. We are seeing some of these services offered by cyber insurance companies to some of their larger clients. It is my hope that we will see these same services offered to smaller clients in the middle-market space in the near future.

Cyber insurance industry experts and the best of Silicon Valley have joined forces in significant ways and are collaborating to take a more comprehensive approach to cyber risk management.
—John Farley



Jesus Gonzalez — Chief of Staff; Aon Global Cyber Insurance Solutions

2017 was a turning point. Client engagements confirmed that the ‘cyber peril’ mandates a holistic approach with the ultimate goal of improving cybersecurity posture. Gone are the days where cyber was a theme to be discussed within the IT silo. It is now part of an ecosystem that involves IT, risk, privacy, compliance, legal, human resources, product development, supply chain, and vendor due diligence.

Global awareness of standalone cyber insurance policies increased exponentially by firms, but more importantly by their respective boards. Studies confirmed that the value of data assets is understood to be as valuable if not greater than a firm's physical assets and the inherent need for them to be insured accordingly. On the other side of the fence, there was a turning point in the underwriting of this peril.

Historically property and kidnap and ransom policies were silent or provided limited coverage, but insurers for those coverages have spoken loud and clear through exclusions or sub-limits that “this peril belongs in a standalone cyber policy.”

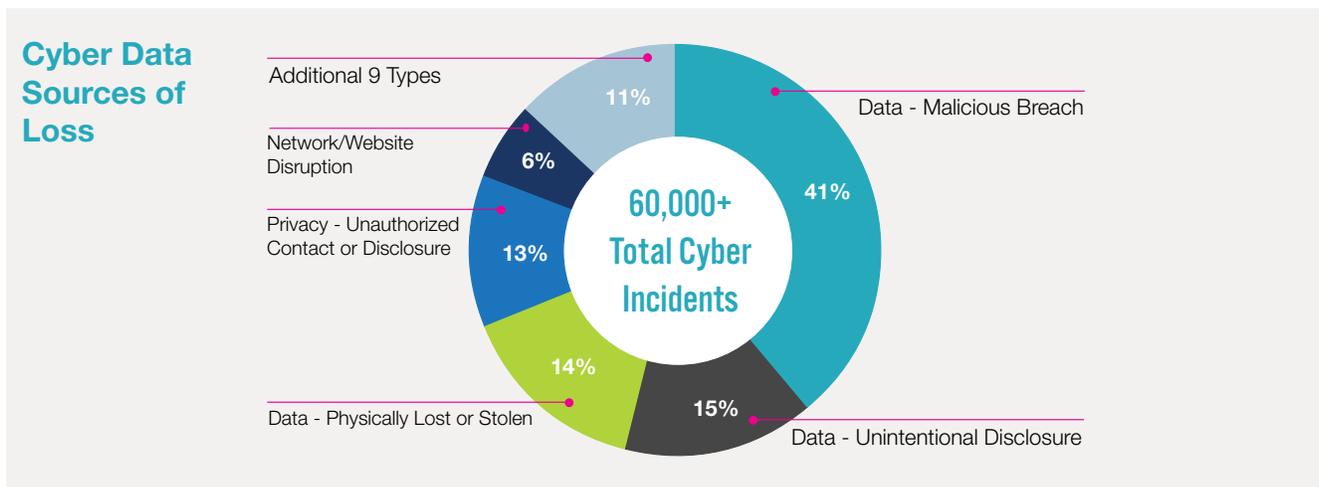
Gone are the days where cyber was a theme to be discussed within the IT silo.
—Jesus Gonzalez

2017 was the year to remember in ransomware assaults, specifically WannaCry, Petya, and NotPetya. These events not only raised an alarm, they were a call to action for firms to ensure incident response preparedness in advance of any future attacks. ■

Access more than 60,000* cyber incidents for insurance and risk analysis

Advisen's cyber data provides a historical view of more than 60,000 cyber-related incidents, including clash events. Each incident is linked to an ultimate parent company and includes the following characteristics:

- Case Type
- Case Status
- Affected Count
- Accident Date
- Source of Loss
- Type of Loss
- Actor
- Loss Amount
- Company Size
- Company Type
- Number of Employees
- Industry Code
- Geography



Why Advisen Data?

You recognize the importance of having cyber risk data at your fingertips. Here is why you can count on Advisen data.

Advisen's **cyber data includes clash events** where additional litigation has resulted from an incident, with loss details provided when available. See the full impact of a cyber incident – not just the initial view.

We **compile data from multiple sources**. Sure, it takes a lot of man-hours to do it, but we think having only one data source doesn't give you enough data points to make the most informed business decisions.

Our proprietary cyber data is **curated by professionals with a wealth of insurance industry expertise**, so we understand the implications for the industry – and your business.

We **collaborate with key players in the industry** to ensure we collect and maintain the most relevant cyber data.

ExposureVue™ for Risk Analysis & Modeling

ExposureVue is available to complement your loss data. It provides structured time series company, industry, and financial data to augment loss modeling, estimation of available market opportunities, and risk mitigation analytics. Securities and DUNS Numbers datasets (not time series) are also available as part of ExposureVue.

Let's Chat

Let's talk about cyber risk! We'd love to hear about some of your challenges and what you are experiencing in the market.

Email info@advisen.com to set up a time to talk.



*Case count as of January 2018



CYBER MARKET CATERS TO CLIENTS WITH CONVERGENCE

By Erin Ayers, Editor, Cyber Front Page News

In a market where trends shift quickly, one ongoing theme in the cyber insurance world may be that of convergence. While we in our Advisen Cyber Guide differentiate between insurers, brokers, vendors, and more, the fact is, no organization can manage cyber risk without the right blend of all parties. From the industry standpoint, no one organization can meet every need without assistance from outside experts.

The types of partnerships necessary to meet ever-expanding cyber threats have blossomed over the last year, with insurers tapping into security expertise, brokers launching services to help customers estimate their risk, and new insurance ventures with an eye toward technology cropping up. The line between insurance and technology has blurred and will continue to do so.

Conversations with top cyber professionals bear out the belief that a blend of insurance and technology offers the best bet for tackling cyber risk effectively. Be it data breach response, measuring cyber risk aggregation or avoiding costly business interruption losses, the know-how of the insurance industry paired with the speed and flexibility of tech providers is a bet everyone is willing to take.

The types of partnerships necessary to meet ever-expanding cyber threats have blossomed over the last year.

Insurance is a field perhaps legendary for its commitment to history. The tried-and-true reliance upon loss history and the demonstrated strength of decades of being in business, for example, have always been a boon for the industry. Legacy systems built to last beyond their usefulness and lack of nimbleness in responding to rapidly changing risks, however, are perhaps less helpful.

Observers note that cyber requires insurers to flex outside of their comfort zones in measuring a risk that knows no geographic boundaries and is limited only by the dark imaginations of cybercriminals. It stands to reason, then, that new blood must come in to the market in the form of companies that have charted their courses by the tides of digital wrongdoers and tailored their responses to offer up the best defenses.

Not only defenses – cyber risk demands, perhaps more than any other line of insurance, a strong proactive stance and attention to minimizing the chance that known threats will befall your organization. Insurers, brokers, and their vendors fully acknowledge the key role they play in drawing attention to the risk and outlining the steps that any business can take to make themselves less of a target.

The know-how of the insurance industry paired with the speed and flexibility of tech providers is a bet everyone is willing to take.

Without the prompting of savvy brokers, many organizations may not even realize the options available to them to better manage cyber risk. Without the expanding cyber insurance market, the greater number of organizations looking for some type of risk transfer solution wouldn't find the right fit. By drawing on the wide number of security firms specifically aimed at cyber insurance, all parties can break down barriers between risk management, IT, and the C-suite.

There's no single style of company, or one exact blend of insurance and technology that could be considered the "right" solution. Every insurer, broker, vendor, and insured approaches cyber risk in a different manner.

While the best fit for one might be a tech start-up that offers insurance, another organization might feel more comfortable working with their longtime insurer and broker and their recommended vendors. Others may want to take a self-insurance route. Still others rely on their legal advisors and personally selected security experts. The cyber market will excel by finding the appropriate pace and options for themselves and, in turn, their clients. ■

While the best fit for one might be a tech start-up that offers insurance, another organization might feel more comfortable working with their longtime insurer and broker and their recommended vendors.

Category/Profile Key

What do all these icons mean, you ask? Refer to these brief descriptions to better understand the categories we used to structure this guide.

Broker

Provider of client cyber-risk assessment; design insurance/cyber-risk management program

Carrier

An insurance company that underwrites cyber risk

Cybersecurity Software Provider

Offers security prevention platforms with firewalls, monitoring, scanners, auditing, etc.

Forensics and Cyber Investigations

Responds to incidents with investigation, analysis, data collection, response, remediation, etc.

Insurance Data and Analytics

Seeks to understand breach losses; modelers

Legal

A law firm providing pre- and/or post-breach legal services

Notification, Credit Monitoring, Call Center

Providers of these post-breach services

Pre-breach Cybersecurity Consultant

Risk management/preparation services include network assessments, penetration tests, guidance, etc.

Public Relations and Crisis Communications

Managers of cyber/privacy events to limit monetary and reputational losses

Training

Cyber risk educators of organizations to increase awareness; diagnostic tests

Now that you understand the meaning of each icon, please use the key below to understand their placement on the profiles. We gave each cyber provider the opportunity to name up to three business focuses in order for readers to understand the services provided. The icons next to the company name indicate these services.

Click to visit the
company website

Lewis Brisbois Bisgaard & Smith LLP

WWW.LEWISBRISBOIS.COM

Primary
Offering



Secondary
Offering



Tertiary
Offering



A-Z Index

(Click on provider name to jump to profile)

Below you will see a list of all providers that are included in the Cyber Guide. Providers were permitted to list up to three business offerings. The primary offering is indicated by the orange check mark – which also indicates the section their profile is featured. Grey check marks indicate secondary or tertiary offerings.

	Carrier	Broker	Insurance Data & Analytics	Pre-breach Cybersecurity Consultant	Cybersecurity Software Consultant	Training	Legal	Forensics & Cyber Investigations	Notification, Credit Monitoring, Call Center	Public Relations & Crisis Communications
Advisen Ltd.			✓							
AEGIS	✓									
AIG	✓									
AIR Worldwide			✓							
Allianz Global Corporate & Specialty	✓									
Allied World	✓			✓			✓			
AMWins Brokerage		✓								
Ankura				✓				✓		
Aon		✓		✓				✓		
Arete Advisors				✓		✓		✓		
Argo Group	✓									
Arthur J. Gallagher & Co.		✓								
AsTech				✓		✓		✓		
At-Bay	✓			✓	✓					
Axio			✓	✓	✓					
AXIS Capital	✓			✓		✓				
Barnes and Thornburg LLP							✓			
Bay Dynamics					✓					
BCS Insurance Company	✓									
Bear Hill Advisory Group				✓			✓			✓
Beazley	✓									
Beecher Carlson Insurance Services, LLC		✓	✓							
Berkley Cyber Risk Solutions	✓									

A-Z Index (continued)

(Click on provider name to jump to profile)

Berkshire Hathaway Specialty Insurance	✓							✓		
BitSight Technologies			✓		✓					
BLACKOPS Partners Corporation				✓		✓	✓			
Blackstone Law Group			✓				✓	✓		
BLM							✓			
Burns & Wilcox Brokerage		✓								
Carlton Fields				✓			✓	✓		
CFC Underwriting	✓									
Charles Taylor Risk Services			✓							
Chubb	✓									
Cipher Cloud					✓					
Cipriani & Werner, P.C.				✓			✓			✓
Cisco				✓	✓			✓		
CLS Partners, LLC			✓							
Clyde & Co. LLP				✓		✓	✓			
CNA	✓									
Coalfire Systems, Inc.				✓					✓	
Coalition, Inc.	✓				✓			✓		
CrowdStrike				✓	✓				✓	
Crystal & Company		✓	✓							
Cyber adAPT			✓		✓			✓		
Cyber Plus		✓	✓							
Cyber Risk Assurance Group			✓		✓	✓				
Cyber Risk Aware			✓			✓				
CyberCube Analytics			✓							
CyberGRX				✓	✓					
Cybernance Corporation					✓					
CyberPolicy, Inc.		✓		✓						

A-Z Index (continued)

(Click on provider name to jump to profile)

CyberScout				✓					✓
Cybertrust				✓	✓			✓	
CyberVista						✓			
CyberWrite Inc.			✓						
Cylance, Inc.				✓	✓			✓	
DarkTrace			✓		✓			✓	
Delta Insurance New Zealand Ltd.	✓								
Digital Defense, Inc.			✓	✓	✓				
Digital Risks	✓								
Duo Security					✓				
Dykema Gossett PLLC				✓		✓	✓		
Envista Forensics								✓	
Equifax									✓
eSentire				✓	✓			✓	
Experian									✓
FICO			✓						
FireEye, Inc.				✓	✓			✓	
FM Global	✓								
GamaSec			✓	✓	✓				
Global Data Sentinel, Inc.					✓				
Green Point Security				✓					
Guidewire			✓						
Hall Render Killian Heath & Lyman				✓			✓	✓	
HDI Global Insurance Company	✓								
Hiscox	✓								
HUB International		✓	✓	✓					
ID Experts				✓					✓
INC Technologies, Inc.				✓	✓				
InnoSec			✓	✓	✓				

A-Z Index (continued)

(Click on provider name to jump to profile)

Innovus Consulting			✓	✓		✓			
INSUREtrust		✓							
Integrated Risk Management Solutions, LLC				✓		✓			✓
Intuitive	✓		✓						
Ironshore Insurance Services LLC	✓								
JadeRoq, LLC									✓
James Hallam Limited		✓	✓						
JLT Group		✓							
John Pierce Consulting Actuary			✓						
K2 Intelligence				✓		✓		✓	
Keeper Security				✓	✓				
Kissel Hirsch & Wilmer LLP							✓		
Kivu Consulting, Inc.				✓				✓	
Kroll				✓				✓	✓
Law and Forensics				✓			✓	✓	
Lewis Brisbois Bisgaard & Smith LLP				✓		✓	✓		
Locke Lord LLP				✓			✓		
Lockton Companies	✓								
Marsh		✓	✓						
Marsh Risk Consulting				✓		✓		✓	
Marshall Dennekey Warner Coleman & Goggin							✓		
McDonald Hopkins, LLC				✓		✓	✓		
Mendes & Mount						✓			
MinterEllison							✓		
Morris Risk Management LLC			✓	✓		✓			
Mullen Coughlin LLC				✓		✓	✓		
NAS Insurance	✓								
Nationwide	✓								

A-Z Index (continued)

(Click on provider name to jump to profile)

Navigant Consulting				✓	✓			✓		
Navigators Group	✓									
Newmeyer & Dillon LLP				✓			✓			
NIG	✓									
Nordic Innovation Labs				✓				✓		
OneBeacon Insurance Group	✓									
onShore Security				✓						✓
PartnerRe	✓									
Philadelphia Insurance Companies	✓									
Pillsbury Winthrop Shaw Pittman								✓		
Pinsent Masons								✓		
Pondurance				✓		✓	✓			
Porzio Bromberg & Newman PC							✓			
Pro Insurance Solutions Ltd.			✓							
PSA Insurance & Financial Services		✓								
QBE	✓									
RGL Forensics			✓					✓		
Risk Placement Services		✓								
RLI	✓									
RSM US LLP				✓				✓		
RT Specialty, LLC		✓	✓							
Safety National	✓									
Saul Ewing Arnstein & Lehr LLP				✓		✓	✓			
Secureworks				✓	✓			✓		
Securion				✓				✓		
Shea Barclay Group, Inc.		✓								
SmartEdgeLaw Group							✓			
Starkweather & Shepley		✓	✓							
Starr Companies	✓									



CARRIER

An insurance company that underwrites cyber risk

[AEGIS](#)

[AIG](#)

[Allianz Global Corporate & Specialty](#)

[Allied World](#)

[Argo Group](#)

[At-Bay](#)

[AXIS Capital](#)

[BCS Insurance Company](#)

[Beazley](#)

[Berkley Cyber Risk Solutions](#)

[Berkshire Hathaway Specialty Insurance](#)

[CFC Underwriting](#)

[Chubb](#)

[CNA](#)

[Coalition, Inc.](#)

[Delta Insurance New Zealand Limited](#)

[Digital Risks](#)

[FM Global](#)

[HDI Global Insurance Company](#)

[Hiscox](#)

[Intuitive](#)

[Ironshore Insurance Services LLC](#)

[NAS Insurance](#)

[Nationwide](#)

[Navigators Group](#)

[NIG](#)

[OneBeacon Insurance Group](#)

[Partner Re](#)

[Philadelphia Insurance Companies](#)

[QBE](#)

[RLI](#)

[Safety National](#)

[Starr Companies](#)

[Swiss Re Corporate Solutions](#)

[TDC Specialty Underwriters, Inc.](#)

[The Hartford](#)

[The Sovereign General](#)

[ThinkRisk Underwriting Agency](#)

[Trans Re](#)

[Travelers](#)

[XL Catlin](#)

[Y-Risk](#)

[Zurich North America](#)



Public or private: **Private**

Annual revenue: **More than \$1B**

Number of employees: **250 to 500**

CEO: **William P. Cullen**

Year founded: **1975**

Number of clients: **300**

Client industry focus: **Energy**

Revenue range: **Up to \$35 billion**

Geographic reach: **Global, North America**

About AEGIS:



AEGIS is a leading mutual insurance carrier whose policyholders represent virtually the entire energy infrastructure in North America. Our mission is to provide consistently superior insurance and risk management products and services, through a secure and stable company, enabling our policyholder-members to achieve the lowest overall long-term cost of risk. Our energy industry expertise, market-leading terms & conditions, and collaborative claims-paying distinguish us from the commercial market.



Dawn Simmons,
Vice President,
Cyber Underwriting

- What are your company's cyber insurance direct written premiums? **\$25 million**
- How many dedicated cyber insurance underwriters does your company have? **2**
- How many cyber-related claims did your company handle in 2016? **N/A**



Public or private: **Public**

Annual revenue: **More than \$1B**

Number of employees: **More than 1,000**

CEO: **Brian Duperreault**

Year founded: **1919**

Number of clients: **More than 22,000 cyber clients**

Client industry focus: **All**

Revenue range: **All**

Geographic reach: **Global**

About AIG:



AIG has been providing cyber insurance for nearly two decades, and in the last year alone more than 22,000 companies trusted AIG to insure them against cyber attacks. We continue to invest and innovate to help better protect our insureds against cyber risk.

AIG's cyber solutions help organizations develop effective security risk management programs – underpinned by proactive support and loss mitigation services and 24/7 incident and claims support.

We've partnered with leading cyber security firms to provide clients with a broad range of proactive risk consulting services, including complimentary employee cybersecurity training, domain protection and IP blocking, infrastructure vulnerability scanning, insurance portfolio diagnostics, and more.

Our comprehensive, customizable coverage options – including CyberEdge Plus for physical losses caused by a cyber event, and CyberEdge PC for an excess/difference in conditions option, can be purchased through the most convenient manner for insureds, including Financial Lines, Property, or Casualty channels.

Insureds are supported with 24/7/365 access to our experienced claims team across the globe, who help insureds notify and support the recovery of affected customers, handle crisis communications, and determine exactly what happened.

AIG is leading the cyber market with our new benchmarking model to quantify and score client cyber risk and CyberMaticsSM, our patent pending security approach. CyberMatics verifies inputs into our model from clients' cyber security tools, providing greater confidence in underwriting information, and ultimately allowing for better tailored terms and conditions in cyber insurance policies.



Tracie Grella

- What are your company's cyber insurance direct written premiums? **More than \$200 million in the U.S..**
- How many dedicated cyber insurance underwriters does your company have? **More than 200 underwriters globally, though not all are cyber-specific**
- How many cyber-related claims did your company handle in 2016? **N/A**

Allianz Global Corporate & Specialty



Public or private: **Public**

Annual revenue: **More than \$1B**

Number of employees: **More than 1,000**

CEO: **Chris Fischer-Hirs**

Year founded: **1890**

Number of clients: **More than 80,000 corporate clients**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**

About Allianz Global Corporate & Specialty:



Allianz' Cyber team focuses on innovative underwriting solutions for clients of all industry classes and sizes. Through expert risk analysis and consulting, AGCS seems to provide a superior client experience throughout the cyber insurance buying cycle. Winner of the 2017 Advisen Cyber Newcomer of the Year Award, AGCS has a global team of underwriters capable of delivering an international approach to our client solutions, with a strong appetite for primary and excess insurance placements around the world.



Emy R. Donovan,
CUO - Global Head of
Cyber and Tech PI

- What are your company's cyber insurance direct written premiums? **\$80 million**
- How many dedicated cyber insurance underwriters does your company have? **More than 30**
- How many cyber-related claims did your company handle in 2016? **About 80**

Allied World



Public or private: **Public**

Annual revenue: **More than \$1B**

Number of employees: **More than 1,000**

CEO: **Scot Carmilani**

Year founded: **2001**

Number of clients: **N/A**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global, North America, Europe, Asia, US Regional**

About Allied World:

N/A



Jason Glasgow,
Vice President,
Cyber Lead

- What are your company's cyber insurance direct written premiums? **\$40 million**
- How many dedicated cyber insurance underwriters does your company have? **12**
- How many cyber-related claims did your company handle in 2016? **N/A**

Argo Group



Public or private: **Public**

Annual revenue: **More than \$1B**

Number of employees: **More than 1,000**

CEO: **Mark E. Watson III**

Year founded: **1948**

Number of clients: **N/A**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**

About Argo Group:



Argo Group International Holdings, Ltd. (NASDAQ: AGII) is an international underwriter of specialty insurance and reinsurance products in the property and casualty market. Argo Group offers a full line of products and services designed to meet the unique coverage and claims handling needs of businesses in two primary segments: U.S. Operations and International Operations. Argo Group's insurance subsidiaries are A. M. Best-rated 'A' (Excellent) (third highest rating out of 16 rating classifications) with a stable outlook, and Argo Group's U.S. insurance subsidiaries are Standard and Poor's-rated 'A-' (Strong) with a stable outlook. More information on Argo Group and its subsidiaries is available at www.argolimited.com.



Simon White,
SVP, Group Head of
Cyber

- What are your company's cyber insurance direct written premiums? **\$33 million**
- How many dedicated cyber insurance underwriters does your company have? **11**
- How many cyber-related claims did your company handle in 2016? **About 400 in 2017**

At-Bay



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **Less than 50**

CEO: **Rotem Iram**

Year founded: **2016**

Number of clients: **Less than 100**

Client industry focus: **Any**

Revenue range: **\$20M-\$2B, as well as smaller tech startups**

Geographic reach: **US Regional**

About At-Bay:

a
—
b

At-Bay provides cyber insurance for the digital age. The company was founded in 2016 with the intent to provide insurance products and services that enable companies to innovate despite the recurrent threat of cyber risk. At-Bay is backed by The Hartford Steam Boiler Inspection and Insurance Company, part of Munich Re. There is growing market demand for cyber insurance, but the traditional insurance model is not able to keep up with today's constantly evolving cyber risks. At-Bay has developed a new way of continually measuring risk by coupling in-depth risk research with the ability to adjust risk assessment based on expectations of the future (with heuristics), not just analysis of the past (with statistics). The At-Bay team is comprised of cybersecurity industry experts, meaning the company is more adept at understanding and measuring cyber risks. At-Bay offers the best coverage and services for clients, and partners with brokers to deliver a comprehensive risk management program. At-Bay is headquartered in Mountain View, CA, and has an R&D center in Tel Aviv.



Rotem Iram,
CEO

- What are your company's cyber insurance direct written premiums? **Less than \$1 million**
- How many dedicated cyber insurance underwriters does your company have? **2**
- How many cyber-related claims did your company handle in 2016? **0**
- On average, how many network security assessments/penetration tests does your company perform per client per year? **4 tests plus continuous ongoing assessment based on new threats**
- How many products or applications does your company offer? **2 products for brokers, 2 products for insureds**

196 Castro St, Suite A • Mountain View, CA 94041
888-338-9522
Roy Mill

AXIS Capital



Public or private: **Public**

Annual revenue: **More than \$1B**

Number of employees: **More than 1,000**

CEO: **Albert Benchimol**

Year founded: **2001**

Number of clients: **Thousands**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**

About AXIS Capital:



AXIS Capital's Cyber Unit provides a range of market leading cyber insurance products for customers across the world. It also boasts an in-house training and advisory unit, breach response team and is the home of AXIS's Cyber Insurance Centre of Excellence.



Dan Trueman,
Global Head of Cyber

- What are your company's cyber insurance direct written premiums? **N/A**
- How many dedicated cyber insurance underwriters does your company have? **N/A**
- How many cyber-related claims did your company handle in 2016? **N/A**
- On average, how many network security assessments/penetration tests does your company perform per client per year? **N/A**
- How many businesses has your company trained? **N/A**
- How frequently in a 12-month period do you test employee comprehension? **N/A**

BCS Insurance Company



Public or private: **Private**

Annual revenue: **\$500M to \$750M**

Number of employees: **100 to 250**

CEO: **Scott Beacham**

Year founded: **More than 70 years ago**

Number of clients: **More than 5,000**

Client industry focus: **Most considered**

Revenue range: **All**

Geographic reach: **North America**

About BCS Insurance Company:



BCS Insurance Company has been providing innovative admitted insurance and reinsurance solutions for 70 years. As a privately held insurer with a strong ownership base, we are able to provide a broad portfolio of property, casualty, health, and accident products to meet our customer's needs.

BCS is one of the fastest growing and leading U.S. cyber insurers and is ranked 7th per A.M. Best in cybersecurity direct premiums written. Our experienced and dedicated team underwrites a suite of sophisticated admitted Cyber Liability insurance products for most major market segments, and pride ourselves on maintaining strong relationships with our insureds and brokers.



Tammy Kocher,
Director

- What are your company's cyber insurance direct written premiums? **N/A**
- How many dedicated cyber insurance underwriters does your company have? **N/A**
- How many cyber-related claims did your company handle in 2016? **N/A**



Public or private: **Public**

Annual revenue: **More than \$1B**

Number of employees: **More than 1,000**

CEO: **Andrew Horton**

Year founded: **1986**

Number of clients: **N/A**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**

About Beazley:



Beazley is a specialist insurer with three decades of experience in providing clients with the highest standards of underwriting and claims service worldwide. The diversity of Beazley's portfolio and the expertise of the group's underwriters have supported an unbroken 32-year record of profitability.

Beautifully designed cyber insurance for a dangerous world. In the last decade the cyber threat landscape has changed. While the loss or disclosure of personal or sensitive data used to be a company's primary concern in assessing their cyber risk, businesses are increasingly facing threats to their ability to conduct normal operations.

Businesses must protect themselves on all fronts. With Beazley's 360° approach, companies have access to a comprehensive set of solutions created to protect their business from the dangerous world of cyber risks. In addressing these risks, one insurance policy stands apart. Beazley Breach Response (BBR) provides breach response services for up to 5 million persons along with coverage for payment card industry costs, regulatory defense and penalties, and first party and crime coverage.

Beazley recognizes that preparing for and preventing breaches have become inseparable from insuring a cyber loss. All BBR policyholders have access to a full suite of pre-breach and risk management services and in the event of a cyber breach, BBR policyholders will work directly with Beazley's in-house breach response team, BBR Services, and Beazley's claim team to resolve the incident.

Our comprehensive approach makes BBR, quite simply, the world's best design cyber insurance policy.



Mike Donovan,
Global Focus Group Leader

- What are your company's cyber insurance direct written premiums? **N/A**
- How many dedicated cyber insurance underwriters does your company have? **N/A**
- How many cyber-related claims did your company handle in 2016? **N/A**

Berkley Cyber Risk Solutions



Public or private: **Public**

Annual revenue: **More than \$1B**

Number of employees: **More than 1,000**

CEO: **Robert Berkley**

Year founded: **1967**

Number of clients: **More than 10,000**

Client industry focus: **Broad industry focus**

Revenue range: **Less than \$5 billion**

Geographic reach: **Europe, Asia, South America, US Regional**

About Berkley Cyber Risk Solutions:



Berkley Cyber Risk Solutions, a Berkley Company was established in June 2016 as a start-up cyber insurance division of W. R. Berkley Corporation. Berkley Cyber Risk Solutions provides first- and third-party cyber coverage for emerging cyber exposures, complemented by pre- and post-breach services. A team of experienced professionals deliver comprehensive cyber coverage and data breach protection to commercial insureds of all sizes and industries.



Tracey Vispoli,
President

- What are your company's cyber insurance direct written premiums? **N/A**
- How many dedicated cyber insurance underwriters does your company have? **N/A**
- How many cyber-related claims did your company handle in 2016? **N/A**

Berkshire Hathaway Specialty Insurance



Public or private: **Public**

Annual revenue: **More than \$1B**

Number of employees: **750 to 1,000**

CEO: **Peter Eastwood**

Year founded: **2013**

Number of clients: **More than 10,000**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**

About Berkshire Hathaway Specialty Insurance:



Berkshire Hathaway
Specialty Insurance

Berkshire Hathaway Specialty Insurance (www.bhspecialty.com) provides commercial property, casualty, healthcare professional liability, executive and professional lines, surety, travel, programs, medical stop loss, and homeowners insurance. It underwrites on the paper of Berkshire Hathaway's National Indemnity group of insurance companies, which hold financial strength ratings of A++ from AM Best and AA+ from Standard & Poor's. Based in Boston, Berkshire Hathaway Specialty Insurance has offices in Atlanta, Asheville, Boston, Chicago, Houston, Indianapolis, Irvine, Los Angeles, New York, San Francisco, San Ramon, Seattle, Stevens Point, Auckland, Brisbane, Dublin, Düsseldorf, Hong Kong, Kuala Lumpur, London, Macau, Melbourne, Singapore, Sydney and Toronto.



Jill Salmon,
VP, Head of Cyber,
Tech, MP

- What are your company's cyber insurance direct written premiums? **N/A**
- How many dedicated cyber insurance underwriters does your company have? **N/A**
- How many cyber-related claims did your company handle in 2016? **N/A**

CFC Underwriting



Public or private: **Private**

Annual revenue: **\$25M to \$100M**

Number of employees: **100 to 250**

CEO: **David Walsh**

Year founded: **1999**

Number of clients: **28,000 (cyber only); 150,000 (all)**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**



About CFC Underwriting:

CFC is the largest independent MGA in the UK. We provide our insurance products exclusively through authorised insurance brokers in over 60 countries around the world. Wholesale or retail, big or small, generalist or specialist, all of our brokers have access to underwriters who can make fast decisions and provide flexible solutions.

We have three core areas of expertise, all of which are central to our business: we develop areas of emerging risk, we disrupt niche insurance markets and we partner with specialty lines brokers.

By providing market-leading products, great service and configurable online systems, we help our brokers carry out business more easily, efficiently and profitably. That's why we've won five major industry awards in the last year and over 1,000 businesses move their insurance to CFC every month.



Anthony Hess,
Head of Incident
Response

- What are your company's cyber insurance direct written premiums? **\$135 million**
- How many dedicated cyber insurance underwriters does your company have? **24**
- How many cyber-related claims did your company handle in 2016? **More than 500**



Public or private: **Public**

Annual revenue: **N/A**

Number of employees: **More than 1,000**

CEO: **Evan Greenberg**

Year founded: **1882**

Number of clients: **N/A**

Client industry focus: **No, we service a wide range of industries**

Revenue range: **N/A**

Geographic reach: **Global**

About Chubb:

CHUBB

Today, Chubb operates in 54 countries and provides commercial and personal property and casualty insurance, personal accident and supplemental health insurance, reinsurance and life insurance to a diverse group of clients.

As an underwriting company, we assess, assume and manage risk with insight and discipline. We service and pay our claims fairly and promptly. We combine the precision of craftsmanship with decades of experience to conceive, craft and deliver the very best insurance coverage and service to individuals and families, and businesses of all sizes.



Bill Wise,
Senior Vice President

- What are your company's cyber insurance direct written premiums? **N/A**
- How many dedicated cyber insurance underwriters does your company have? **N/A**
- How many cyber-related claims did your company handle in 2016? **N/A**



Public or private: **Public**

Annual revenue: **More than \$1B**

Number of employees: **More than 1,000**

CEO: **Dino Robusto**

Year founded: **1897**

Number of clients: **More than 10,000**

Client industry focus: **Healthcare, Technology, Manufacturing, Professional Services, Financial Institutions, Technology, Construction**

Revenue range: **N/A**

Geographic reach: **Global**

About CNA:



Agents, brokers, and customers expect to work with insurance specialists who have the expertise and understanding of their clients' business needs, and can deliver full and meaningful solutions. That is what CNA brings to the table. With a powerful legacy, an international reach built on a strong local presence, well-known business insurance expertise, and a deep commitment to our agents, brokers and customers, we offer more than just a policy – we deliver distinctive insurance solutions and promise a superior customer experience.



Andy Lea,
Vice President,
Underwriting for E&O,
Cyber and Media

- What are your company's cyber insurance direct written premiums? **\$80 million**
- How many dedicated cyber insurance underwriters does your company have? **40**
- How many cyber-related claims did your company handle in 2016? **1,200**

Coalition, Inc.



Public or private: **Private**

Annual revenue: **N/A**

Number of employees: **Less than 50**

CEO: **Joshua Motta**

Year founded: **2017**

Number of clients: **N/A**

Client industry focus: **All industries**

Revenue range: **Less than \$250M**

Geographic reach: **North America**



Coalition

About Coalition, Inc. :

Coalition is the first security-enabled cyber insurer, combining comprehensive insurance coverage and a proprietary cybersecurity platform to help businesses manage and mitigate cyber risk. We provide our clients with up to \$10M of Cyber and Technology E&O insurance coverage, backed by the financial strength of Swiss Re Corporate Solutions and Argo Group.

All of our insurance offerings include access to our proprietary cybersecurity and threat intelligence platform which helps our clients detect threats and prevent loss before it happens. Our Credential Monitor notifies clients if their employees' data and passwords have been compromised. Our Patch Monitor alerts a client when their computer systems are out-of-date or vulnerable to exploitation. We also provide denial of service (DDoS) mitigation and anti-ransomware software. These apps and more are available at no additional cost to all Coalition policyholders.

If an incident should arise, our customers benefit from Coalition's comprehensive, customizable cyber insurance, including coverage for funds transfer fraud, social media, physical losses, and more. Our in-house team of incident response and claims experts, including veterans of the US Intelligence Community, stand ready to help our clients recover 24/7/365—and Coalition's response comes with zero erosion of coverage limits. We've also partnered with expert forensic, breach response, crisis management, and legal teams to respond immediately to adverse events.

Our commitment to clients goes beyond next generation coverage and a proactive approach to cyber risk: all Coalition insurance products are purchased and managed entirely online in minutes through any appointed broker partner.



Joshua Motta,
CEO and Co-Founder

- What are your company's cyber insurance direct written premiums? **N/A**
- How many dedicated cyber insurance underwriters does your company have? **0**
- How many cyber-related claims did your company handle in 2016? **N/A**
- How many products or applications does your company offer? **6**
- How many network security cases has your company worked on? **N/A**
- How many insurance claims has your company worked on? **N/A**

590 Pacific Ave. • San Francisco, CA 94133
415-699-5669
Beth Jarecki

Delta Insurance New Zealand Limited



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **Less than 50**

CEO: **Ian Pollard**

Year founded: **2014**

Number of clients: **More than 5,000**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Asia, Australia/New Zealand**

About Delta Insurance New Zealand Limited:



Delta Insurance is proud to be the only locally owned and operated specialist liability underwriting agency in New Zealand. We provide comprehensive insurance coverage solutions with a range of liability products in both the financial lines and casualty insurance sectors. Delta Insurance, especially offers New Zealand's most comprehensive cyber insurance solution. Delta Insurance accesses capacity via Lloyd's as a Lloyd's Coverholder. As a local Kiwi company, we want to be a change leader in the local industry. Embrace Change!



Ian Pollard,
CEO

- What are your company's cyber insurance direct written premiums? **N/A**
- How many dedicated cyber insurance underwriters does your company have? **N/A**
- How many cyber-related claims did your company handle in 2015? **N/A**

Digital Risks



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **Less than 50**

CEO: **Cameron Shearer**

Year founded: **2014**

Number of clients: **253**

Client industry focus: **Digitally native businesses**

Revenue range: **SME**

Geographic reach: **Europe**

About Digital Risks:



Digital Risks (www.digitalrisks.co.uk) is a specialist insurance provider that focuses 100% on the needs of digital businesses. Partnering with leading underwriters, we've developed cover for today's complex and evolving technical risks, with a subscription model ideally suited to start-up and small businesses.

We provide a comprehensive range of business insurance, from core policies like public liability, employer's liability and contents insurance, to specialist professional indemnity and cyber cover.

The latest Government Security Breaches survey shows that a third of small and half of medium-sized businesses were affected by a cyber-attack in 2015. Yet, no other insurance provider has delivered a complete, truly specialist digital-first offering, to those businesses under threat. While other online providers offer a simple price comparison and consolidate the customer's risks to a single underwriter, our system considers risks individually, placing them with the most suitable underwriter – just like a traditional broker. The first of its kind online, this means more competitive pricing and better products, plus a seamless, single transaction for the customer. We are also challenging the inadequacy of insurance for SMEs online with subscription-style products that are truly monthly, so businesses can change or cancel at any time, and don't need project their requirements annually. So they're more accurately covered and only pay for what they need. As our technology integrates with third party systems, customers can also buy their insurance at the point of risk generation, e.g. cyber insurance with an online backup solution, further boosting awareness and accessibility.



Cameron Shearer,
CEO

- What are your company's cyber insurance direct written premiums? **N/A**
- How many dedicated cyber insurance underwriters does your company have? **N/A**
- How many cyber-related claims did your company handle in 2016? **N/A**



Public or private: **Private**

Annual revenue: **More than \$1B**

Number of employees: **More than 1,000**

CEO: **Tom Lawson**

Year founded: **1835**

Number of clients: **Thousands**

Client industry focus: **Commercial and industrial property insurance and loss prevention engineering**

Revenue range: **N/A**

Geographic reach: **Global**

About FM Global:



The all-risk FM Global Advantage policy offers expanded cyber coverage to ensure clients have the broadest, most comprehensive property insurance available on the market today. In fact, you won't find any cyber exclusions for physical loss or damage in the all-risk policy. What you will find is essential coverage for common cyber loss events, including: damage to data, programs or software created by harmful viruses or other malware; computer network service interruption due to malicious cyber activity; third-party data services interruption (cloud outage) leading to business interruption and/or property damage; resulting property damage and business interruption on an all-risk basis, to the policy or location limit. The FM Global Advantage policy does not exclude or impose cyber limits on physical damage to insured property or downtime due to a cyber attack. The company also offers, Cyber Optimal Recovery a new coverage endorsement designed for FM Global Advantage policyholders with a separate standalone cyber policy. The endorsement gives clients the option to position their FM Global Advantage policy as primary, excess or contributing insurance as necessary to maximize their total insurance recovery in a cyber event. This is a market first: an innovative solution that improves contract certainty and allows for the best possible recovery.

Key Benefits: maximizes total recovery following a cyber loss; addresses how the FM Global Advantage policy will interact with a cyber policy—before the loss occurs; eliminates the need to manually address potentially overlapping coverage.



Tom Lawson,
CEO

- What are your company's cyber insurance direct written premiums? **N/A**
- How many dedicated cyber insurance underwriters does your company have? **N/A**
- How many cyber-related claims did your company handle in 2016? **N/A**

HDI Global Insurance Company



Public or private: **Private**

Annual revenue: **More than \$1B**

Number of employees: **More than 1,000**

CEO: **Dr. Christian Hinsch**

Year founded: **1903**

Number of clients: **N/A**

Client industry focus: **Commercial Property & Casualty**

Revenue range: **N/A**

Geographic reach: **Global**

About HDI Global Insurance Company:



HDI is a leading international industrial lines insurer and member of the Talanx Group. With over 3,000 employees worldwide, we are active in more than 130 countries through subsidiaries and network partners. In the United States, we operate through our subsidiaries, HDI Global Insurance Company, a commercial property and casualty insurer headquartered in Chicago, Illinois and licensed in all 50 states, Washington D.C., Puerto Rico, and the U.S. Virgin Islands; and HDI Specialty Insurance Company, an Illinois domestic surplus lines insurer also authorized to write business nationwide. HDI Global SE, HDI Global Insurance Company and HDI Specialty hold Financial Strength Ratings of A (Excellent), XV from A.M. Best.

With a tradition spanning more than a century, we pride ourselves on being a trusted and reliable partner by offering tailored programs to meet our clients' evolving needs. With Cyber+ Smart, our end-to-end risk management solution, clients have access to tools and resources from our global underwriting and risk management teams. We offer coverage on a combined single limit basis without sub limits to address both first- and third- party risks, including business income loss, cyber theft, and media liability.



Terrence O'Neill,
Assistant Vice President,
North American Senior
Cyber Underwriter

- What are your company's cyber insurance direct written premiums? **N/A**
- How many dedicated cyber insurance underwriters does your company have? **N/A**
- How many cyber-related claims did your company handle in 2016? **N/A**

161 North Clark Street, 48th Floor • Chicago, IL 60601
312-456-6782
Terrence O'Neill



Public or private: **Public**

Annual revenue: **N/A**

Number of employees: **More than 1,000**

CEO: **Bronek Masojada**

Year founded: **1901**

Number of clients: **N/A**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**



About Hiscox:

Hiscox is a global specialist insurer, with roots dating back to 1901. We insure everything from high value houses and cars, to airlines, oil rigs and galleries. There are three different parts to our business – our retail operations across Europe, Asia and the US, our big ticket London Market business and our reinsurance and Insurance-Linked Securities operations. It is our ambition to be a respected specialist insurer valued by our customers, business partners and shareholders, with a diverse portfolio by product and geography.

Cyber is a rapidly changing and growing risk, and we are in the business of risk. We firmly believe that specialist underwriting is key when insuring against complex perils such as cyber, as the coverage provided by most traditional insurance lines is not responsive enough to the unique threat. We have been underwriting cyber insurance since 1999 and have seen the risk evolve significantly during that time, with the focus of coverage moving to prevention rather than cure. Our CyberClear product responds to the cyber threat globally and enables us to serve even more customers.



Matthew Webb,
Chief Underwriting Office,
Cyber Line Underwriter

- What are your company's cyber insurance direct written premiums? **N/A**
- How many dedicated cyber insurance underwriters does your company have? **More than 25**
- How many cyber-related claims did your company handle in 2016? **More than 1,000 (2017)**

Intuitive



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **Less than 50**

CEO: **Rick Eldridge**

Year founded: **2005**

Number of clients: **More than 50**

Client industry focus: **N/A**

Revenue range: **\$100M to \$1B**

Geographic reach: **US Regional**

About Intuitive:



The Intuitive Companies was founded on three basic principles: Integrity (Do it right), Execution (Get it done), and Performance (Make money for our clients, business partners and ourselves).

Our mission is to help our clients make money by owning their own insurance company. Working with clients through independent agencies we design, build and manage Enterprise Risk Management Captives. Today an Enterprise Risk Management Captive is the most efficient risk management tool available for large privately held and publicly traded companies.

We accomplish our mission through: **Underwriting**. We are first and foremost underwriters. As your Underwriting Manager, we identify, price, select, and manage risk to ensure that your captive is both profitable and sustainable; **Education**. We are a lifelong learning organization that shares and gains knowledge with/from our clients and business partners; **Simplification**. Where there is complexity there is opportunity and we make this complexity comprehensible; **Coordination**. We work together with you, your insurance, accounting, wealth, legal, and banking professionals to maximize the value of this tool; **Compliance**. Our role as a Captive Manager is to ensure your insurance company is compliant with federal, state, and contractual obligations; **Relationships**. People and our relationships with them are the color of life. We approach each with optimism and a great deal of candor.

Our experience and expertise in insurance underwriting, claims, corporate administration and governance and utilization of technology all create differentiating factors that benefit you — our client.



Rick Eldridge,
President and CEO

- What are your company's cyber insurance direct written premiums? **Less than \$10 million**
- How many dedicated cyber insurance underwriters does your company have? **N/A**
- How many cyber-related claims did your company handle in 2015? **N/A**
- How many insurance carriers does your company partner with? **More than 25**
- Does your company integrate third-party data with your solutions? **No**
- How many businesses has your company trained? **More than 10**
- How frequently in a 12-month period do you test employee comprehension? **Annually**

8400 E Prentice Ste 645 • Greenwood Village, CO 80108
303-691-8500
Rick Eldridge

Ironshore Insurance Services LLC



Public or private: **Private**

Annual revenue: **More than \$1B**

Number of employees: **750 to 1,000**

CEO: **Kevin Kelley**

Year founded: **2007**

Number of clients: **N/A**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**

About Ironshore Insurance Services LLC :



Ironshore, a Liberty Mutual Company, provides broker-sourced specialty property and casualty insurance coverages for varying risks located throughout the world.

Ironshore's professional, experienced and knowledgeable cyber security staff constantly assesses the market and regulatory environments, reporting provisions and obtain gauges on the risks of liability for companies. Ironshore offers a wide array of cyber liability products including a comprehensive network security and privacy solution as well as a specialized technology professional liability policy. All products are tailored to meet the needs of various companies encompassing industries from construction, manufacturing, consultants, financial services, healthcare, professional services, public entities, retail/hospitality and technology-related companies.



Kurtis Suhs,
SVP, Cybersecurity

- What are your company's cyber insurance direct written premiums? **N/A**
- How many dedicated cyber insurance underwriters does your company have? **N/A**
- How many cyber-related claims did your company handle in 2016? **N/A**

NAS Insurance



Public or private: **Private**

Annual revenue: **\$100M to \$250M**

Number of employees: **100 to 250**

CEO: **Richard Robin**

Year founded: **1975**

Number of clients: **More than 5,000**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **US Regional**

About NAS Insurance:



NAS creates innovative insurance solutions to address emerging risks and gaps in typical coverages.

With a unique suite of integrated services, we deliver customized insurance programs with expert product development, underwriting, risk management, and claims handling. NAS has over 40 years of experience as a long-standing Lloyd's coverholder with financial backing from leading Lloyd's syndicates.

Our mission is to bring new ideas, new products and new energy to the insurance business while creating a workplace that's rewarding and stimulating.



Michael Palotay,
Chief Underwriting
Officer

- What are your company's cyber insurance direct written premiums? **More than \$100 million**
- How many dedicated cyber insurance underwriters does your company have? **18**
- How many cyber-related claims did your company handle in 2016? **2,000**

Nationwide Management Liability & Specialty



Public or private: **Private**

Annual revenue: **More than \$1B**

Number of employees: **More than 1,000**

CEO: **Stephen Rasmussen**

Year founded: **1925**

Number of clients: **N/A**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**



About Nationwide Management Liability & Specialty:

Nationwide's Enterprise Cyber Insurance Policy is a service-based solution designed to complement and enhance your organization's cyber risk profile. In addition to providing the financial stability of a Fortune 100 company, Nationwide MLS possesses the deep expertise that enables us to offer creative solutions to a wide range of clients. We offer comprehensive loss prevention services, and, in the event of a claim, we are fast to act. Nationwide provides 24/7 claims notice support. Through Nationwide's network, policyholders have access to resources that include Nationwide eRiskHub, breach response and remediation expertise, an experienced claims team, enterprise security assessments, training, policy library, and compliance readiness.



Tim Nunziata,
Director & Division
Head of MLS Cyber and
Commercial E&O

- What are your company's cyber insurance direct written premiums? **N/A**
- How many dedicated cyber insurance underwriters does your company have? **More than 10**
- How many cyber-related claims did your company handle in 2016? **N/A**

Navigators Group



Public or private: **Public**

Annual revenue: **More than \$1B**

Number of employees: **750 to 1,000**

CEO: **Stan Galanski**

Year founded: **1982**

Number of clients: **N/A**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**

About Navigators Group:



As your partner, we have the expertise to underwrite complex specialty risks and develop creative insurance solutions with some of the fastest response time in the industry. Our specialist underwriters are industry leaders. Specialists know more. We focus on complex niche insurance products and hire technically skilled underwriters with a track record of accomplishment in those specific lines. Each of these world-class specialists has the know-how and authority to develop a tailored solution. We provide unparalleled service. Time is money. Our underwriters are empowered to make decisions by having significant local authority, and most of our policies are supported by state-of-the-art technology that expedites policy issuance. That means quick responses and fast turnaround. We are committed to prompt and equitable claims handling. Handling a claim is the absolute moment of truth between an insurer and a policy holder. You can trust that we will be there with not only the knowledge, but the desire to resolve claims expeditiously and fairly. Our balance sheet is solid. We are in the business of assuming risks from our policyholders. Our conservative investment strategy skills are designed to give you peace of mind about our balance sheet. We are small enough to be nimble, but big enough to meet your needs.

Our Company is small enough so that our lean management team can quickly act upon opportunities with limited bureaucracy and ready access to decision makers. At the same time, we are big enough to provide meaningful capacity, a global reach, and a strong balance sheet. We can meet your risk transfer needs from New England to China.



Jacob Ingerslev,
Head of Global
Cyber Risk

- What are your company's cyber insurance direct written premiums? **N/A**
- How many dedicated cyber insurance underwriters does your company have? **N/A**
- How many cyber-related claims did your company handle in 2016? **N/A**



Public or private: **Private**

Annual revenue: **N/A**

Number of employees: **More than 1,000**

CEO: **Paul Geddes**

Year founded: **Over 100 years ago**

Number of clients: **N/A**

Client industry focus: **SMEs**

Revenue range: **N/A**

Geographic reach: **Europe**



About NIG:

At NIG, we're experts at Commercial Insurance.

We specialise entirely in commercial insurance – and nothing else. So our highly experienced underwriting teams are completely focused on identifying and understanding the continually challenging risks faced by small and medium enterprises throughout the UK.

But what really sets us apart is our partnership approach. We work exclusively through a network of over 2,200 insurance brokers, collaborating closely with these partners to deliver the cover, services and support you'd expect from a national organisation at a local level.



Neil Manser,
Managing Director

- What are your company's cyber insurance direct written premiums? **N/A**
- How many dedicated cyber insurance underwriters does your company have? **N/A**
- How many cyber-related claims did your company handle in 2016? **N/A**

OneBeacon Insurance Group



Public or private: **Private**

Annual revenue: **More than \$1B**

Number of employees: **More than 1,000**

CEO: **Mike Miller, President & CEO of OneBeacon; Charles Brindamour, CEO of Intact Financial Corporation**

Year founded: **2001**

Number of clients: **N/A**

Client industry focus: **Information technology, telecommunications, electronics manufacturers, system integrators, clean tech/solar, medical technology & life science**

Revenue range: **OneBeacon is a member of Intact Financial Corp: US\$8B**

Geographic reach: **North America**

About OneBeacon Insurance Group:



OneBeacon
INSURANCE GROUP

OneBeacon Insurance Group Holdings, Ltd. (“OneBeacon”) is a subsidiary of Intact Financial Corporation (TSX: IFC). OneBeacon’s underwriting companies offer a range of specialty insurance products sold through independent agencies, regional and national brokers, wholesalers and managing general agencies. Each business is managed by an experienced team of specialty insurance professionals focused on a specific customer group or industry segment, and providing distinct products and tailored coverages and services. OneBeacon’s solutions target group accident and health; commercial surety; entertainment; environmental; excess property; financial institutions; financial services; healthcare; management liability; ocean and inland marine; public entities; technology; and tuition refund.



Rob Bowers,
Underwriting Consultant
- InfoTech Solutions and
Cyber Referrals

- What are your company’s cyber insurance direct written premiums? **N/A**
- How many dedicated cyber insurance underwriters does your company have? **We have 43 technology underwriters**
- How many cyber-related claims did your company handle in 2016? **N/A**

PartnerRe



Public or private: **Private**

Annual revenue: **More than \$1B**

Number of employees: **750 to 1,000**

CEO: **Emmanuel Clarke**

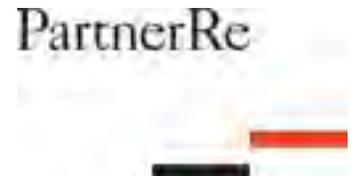
Year founded: **1993**

Number of clients: **More than 2,000**

Client industry focus: **Reinsurance**

Revenue range: **N/A**

Geographic reach: **Global**



About PartnerRe:

PartnerRe is a leading global reinsurer, working in partnership with insurance companies and brokers to protect businesses around the world against cyber risk. We are a major provider of reinsurance capacity in this sector.

We develop customized reinsurance solutions for all types of cyber risk, from data breach to property damage. Our clients may be looking to expand their business by introducing an innovative cyber product. We can help them with that. They may be looking to protect or grow an established book of cyber business. We can help them with that.

In the fast-changing world of cyber exposures, our expert, multi-disciplinary cyber teams support clients with a refreshingly proactive, forward-looking approach. Optimally structured and backed by substantial available capacity, our solutions reduce our clients' earnings volatility, strengthen their capital position and enable them to seize growth opportunities.

We are active in attending and hosting events that bring together cyber professionals, and to helping our clients to keep track of the latest developments and challenges through our annual 'Survey of Cyber Insurance Market Trends' carried out in partnership with Advisen.

Can PartnerRe help you? To contact us and to find out more about cyber risk solutions from PartnerRe, please contact Catherine Rudow (catherine.rudow@partnerre.com) for Cyber liability in North America, Christopher McEvoy for Cyber liability in all other markets (christopher.mcevoy@partnerre.com) and Markus Bassler (markus.bassler@partnerre.com) for Cyber property risks.



Catherine Rudow,
Senior Vice President,
Senior Underwriter

- What are your company's cyber insurance direct written premiums? **N/A**
- How many dedicated cyber insurance underwriters does your company have? **4**
- How many cyber-related claims did your company handle in 2016? **N/A**



Philadelphia Insurance Companies

Public or private: **Private**

Annual revenue: **More than \$1B**

Number of employees: **More than 1,000**

CEO: **Bob O’Leary**

Year founded: **1962**

Number of clients: **More than 100,000**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **North America**

About Philadelphia Insurance Companies:



PHLY designs, markets and underwrites a variety of Property/Casualty and specialty insurance products, including Cyber Security Liability. With a broad appetite across the Non-Profit, Healthcare, Retail, Manufacturing, and Financial Services industries (among many others), our underwriters work to deliver customized solutions to address all angles of our clients’ cyber risk. PHLY’s stand-alone Cyber Security Liability product is available on both an admitted or non-admitted basis (both rated A++ by A.M. Best Company and A+ by Standard & Poor’s). Cyber coverage can also be endorsed to existing PHLY policies or written on an excess basis. Other offerings—including Property, GL, D&O, EPLI, E&O and Crime—allow PHLY to offer complete risk transfer solutions to many of our policyholders. PHLY is a member of the Tokio Marine Group, Japan’s oldest and leading Property/Casualty insurer and one of the 10 largest insurance groups in the world.



Evan Fenaroli,
Underwriting Manager

- What are your company’s cyber insurance direct written premiums? **N/A**
- How many dedicated cyber insurance underwriters does your company have? **75 underwriters nationwide handling all Management & Professional Liability lines, including Cyber, E&O and D&O.**
- How many cyber-related claims did your company handle in 2016? **N/A**

One Bala Plaza • Bala Cynwyd, PA 19004
610-617-7900
Marisa Thornton



ASPIRE TO DO GREAT THINGS. WE'LL COVER YOUR RISK.

Corporate leaders turn to Philadelphia Insurance Companies for innovative Management & Professional Liability products. They also rely on us for support and training resources designed to help manage risk by learning how to avoid it. From a Risk Management Hotline providing legal consultation to our eRisk Hub serving cyber liability policyholders. Our Accountants Professional Liability website also provides legal and technical information on risk management developments. To manage your corporate risks, think PHLY first. Go ahead, aspire to greatness. We'll cover your risk.

CALL 800.873.4552. LEARN MORE AT PHLY.COM/MPLDIVISION

MANAGEMENT & PROFESSIONAL LIABILITY PROTECTION

- Rated (A++ XV) Superior by A.M. Best and (A+) by S&P
- 2017 National Underwriter survey rates PHLY #1 Carrier for D&O and a Top 3 carrier for Cyber, Employment Practices, and E&O
- 100+ underwriters and claims professionals in 13 regional offices



PHILADELPHIA
INSURANCE COMPANIES

A Member of the Tokio Marine Group

Philadelphia Insurance Companies is the marketing name for the property and casualty insurance operations of Philadelphia Consolidated Holding Corp., a member of Tokio Marine Group. All admitted coverages are written by Philadelphia Indemnity Insurance Company. Coverages are subject to actual policy language.



Public or private: **Public**

Annual revenue: **More than \$1B**

Number of employees: **More than 1,000**

CEO: **Russell Johnston – CEO North America, Pat Regan – Global CEO**

Year founded: **1991 in North America, 1886 in Australia**

Number of clients: **N/A**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global, North America, Europe, Asia, South America, Australia/New Zealand, US Regional**

About QBE:



One of the largest carriers worldwide, QBE is a 130-year-old, \$15 billion integrated specialist insurer operating in every key insurance market. We provide global capacity and expertise to meet customers' risk management needs shaped by unique exposures and changing business climates on local, national and global levels. The breadth and depth of our capabilities allows us to deliver customized and comprehensive solutions across multiple customer segments.

We apply specialized expertise and deep practical experience, from quote to claim, to deliver future-ready products and broad coverage forms across every market we write.

QBE Specialty underwrites risks and provides coverage and services to support the specialized needs of customers across a wide variety of segments and industry sectors. These include Accident & Health, Aviation, Public Company, Private Company, Commercial Errors & Omissions, Financial Institutions, Cyber, Healthcare, Media & Entertainment, Trade Credit, Transactional Liability, Surety and Inland Marine risk for appointed retail and wholesale producers.



Steven Anderson,
RPLU - Vice President,
Product Executive -
Privacy & Network Security

- What are your company's cyber insurance direct written premiums? **\$0 to \$100 million**
- How many dedicated cyber insurance underwriters does your company have? **0 to 10**
- How many cyber-related claims did your company handle in 2016? **0 to 100**



Public or private: **Public**

Annual revenue: **\$750M to \$1B**

Number of employees: **More than 1,000**

CEO: **Jonathan Michael**

Year founded: **1965**

Number of clients: **N/A**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global, North America, US Regional**

About RLI:



RLI is a specialty insurer serving diverse property, casualty and surety markets. With its A+ (Superior) A.M. Best financial strength rating and 50 years of experience serving niche markets, RLI is a consistent insurance partner that provides the coverage and peace of mind your clients deserve.

RLI's Cyber Liability insurance provides comprehensive insurance solutions to help clients effectively manage their cyber liability risks and protect them from cyber threats. When you partner with RLI, you can expect innovative solutions and exceptional service from a certified cyber liability underwriting team that understands your customers' business. Our experienced underwriters value building long-term relationships with the brokers they work with and maintain their deep market expertise through ongoing training in cybersecurity threat analysis, assessment, mitigation controls, and risk management. From our certified cyber expertise and superior service to our real-time risk analysis services – we're different. Learn more about our offerings and connect with us at www.rlicyber.com.



Chad Berberich,
President, Executive
Products Group

- What are your company's cyber insurance direct written premiums? **N/A**
- How many dedicated cyber insurance underwriters does your company have? **N/A**
- How many cyber-related claims did your company handle in 2016? **N/A**



Safety National

Public or private: **Private**

Annual revenue: **More than \$1B**

Number of employees: **250 to 500**

CEO: **Mark Wilhelm**

Year founded: **1942**

Number of clients: **More than 2,000**

Client industry focus: **Includes, but is not limited to, retail, financial institutions, healthcare, hospitality, manufacturing, technology, utilities and wholesale.**

Revenue range: **More than \$100M**

Geographic reach: **North America**

About Safety National:



Safety National entered the cyber insurance marketplace in 2017 with an industry-leading product and strategy designed to equip companies with the proper tools to mitigate their cyber security risks. This is a reflection of a proven commitment to their insureds and broker partners. As a member of the Tokio Marine Group and rated A+ (Superior), FSC XIV by A.M. Best, Safety National exhibits the kind of stability and longevity that business partners can rely on for decades to come. Established in 1942, the company's loyalty and commitment to superior service has resulted in a steady reputation as a proven, unfailing source for specialized insurance solutions.

- Coverage options address various risks ranging from liability, business interruption, reputational harm, penalties and more.
- A flat organizational structure allows underwriting and claims decisions to be made quickly and thoughtfully.
- Unwavering commitment to the long-term in product and appetite.
- Promotes client preparedness and response through a network of established cyber risk vendors.

Learn more at www.safetynational.com.



Spencer Timmel,
CIPPUS, CIPM, FIP, National
Director of Cyber and
Technology Insurance

- What are your company's cyber insurance direct written premiums? **N/A**
- How many dedicated cyber insurance underwriters does your company have? **Safety National entered the cyber insurance market in 2017. They continue to build out their cyber underwriting team to best fit their insured and broker needs.**
- How many cyber-related claims did your company handle in 2016? **Safety National entered the cyber insurance market in 2017. They are utilizing third-party incident response vendors that have handled thousands of events to most appropriate support the insured.**

It's Not **IF**, It's **WHEN**

Cyber crime does not discriminate.

Cyber crime has evolved into one of the top threats to an organization's reputation, cash flow and balance sheet. Every organization is at risk.

Safety National's cyber risk insurance solution equips policyholders with pre-incident readiness and post-incident response services. This ensures that a cyber event will be managed properly from the very start.



Learn More | SafetyNational.com | 888.995.5300

A MEMBER OF THE TOKIO MARINE GROUP

Starr Companies



Public or private: **Private**

Annual revenue: **More than \$1B**

Number of employees: **More than 1,000**

CEO: **Maurice Greenburg**

Year founded: **1919**

Number of clients: **Thousands**

Client industry focus: **All industries**

Revenue range: **All Ranges**

Geographic reach: **Global**

About Starr Companies:

STARR
COMPANIES

Starr Companies is a Global niche P&C Insurance Carrier. Our mission is to provide quality risk management solutions to solve our clients' needs. What sets us apart from others is our underwriting acumen, customer service focus, robust coverage offering, experienced dedicated claims management and access to top notch loss prevention services.



Shiraz Saeed,
National Practice Leader,
Cyber Risk

- What are your company's cyber insurance direct written premiums? **\$30 million**
- How many dedicated cyber insurance underwriters does your company have? **15**
- How many cyber-related claims did your company handle in 2016? **120**

Swiss Re Corporate Solutions



Public or private: **Public**

Annual revenue: **More than \$1B**

Number of employees: **More than 1,000**

CEO: **Christian Mumenthaler**

Year founded: **1863**

Number of clients: **N/A**

Client industry focus: **N/A**

Revenue range: **More than \$250M**

Geographic reach: **Global**

About Swiss Re Corporate Solutions:



Swiss Re Corporate Solutions offers innovative, high quality insurance capacity to mid-sized and large multinational corporations across the globe. Our offerings range from standard risk transfer covers and multi-line programs, to highly customized solutions tailored to the needs of our clients. Swiss Re Corporate Solutions services customers from over 50 offices worldwide and is backed by the financial strength of Swiss Re Group.



Richard DePiero,
SVP, Head Cyber &
Technology NA

- What are your company's cyber insurance direct written premiums? **More than \$20 million**
- How many dedicated cyber insurance underwriters does your company have? **10**
- How many cyber-related claims did your company handle in 2016? **N/A**

TDC Specialty Underwriters, Inc.



Public or private: **Private**

Annual revenue: **\$500M to \$750M**

Number of employees: **500 to 750**

CEO: **Dr. Richard E. Anderson**

Year founded: **1976**

Number of clients: **80,000 members**

Client industry focus: **Healthcare**

Revenue range: **N/A**

Geographic reach: **North America**

About TDC Specialty Underwriters, Inc. :



As the nation's largest physician-owned medical malpractice insurer, we are fiercely committed to relentlessly defending, protecting, and rewarding our members. Our financial strength gives us the power to protect and defend our members now and in the future. The Doctors Company has more than \$4 billion in assets and \$1.8 billion in member surplus—the strongest of any national physician-owned medical liability carrier—and we are rated A by A.M. Best Company and Fitch Ratings.

Our subsidiary, TDC Specialty Underwriters, Inc. offers a wide variety of additional insurance products and services, including Medical Professional, Healthcare Errors & Omissions, Management Liability, Products Liability, and Cyber Insurance.

Our Company's sole focus on the healthcare industry provides us a unique opportunity to develop and deliver highly specialized insurance solutions. We believe this focus will provide healthcare industry buyers more tailored coverage, more responsive underwriting and more insightful product support services.



Kim Holmes,
Vice President, Health
Care, Cyber Liability &
Emerging Risks

- What are your company's cyber insurance direct written premiums? **Program initiated in 2018**
- How many dedicated cyber insurance underwriters does your company have? **Team of 5 experts in place for 2018**
- How many cyber-related claims did your company handle in 2016? **Program initiated in 2018**
- As of September 30, 2017, approximately how much cyber premium does your brokerage handle? **N/A**
- How many dedicated cyber insurance brokers does your company have handling client cyber risk on a day-to-day basis? **N/A**
- How many standalone cyber claims did your firm's clients file in the last 12 months? **N/A**
- Who are your top 5 cyber insurance trading partners? **N/A**

29 Mill Street • Unionville, CT 06085
860-269-2810
Kim Holmes

The Hartford



Public or private: **Public**

Annual revenue: **More than \$1B**

Number of employees: **More than 1,000**

CEO: **Christopher Swift**

Year founded: **1810**

Number of clients: **N/A**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**

About The Hartford:



With more than 200 years of expertise, The Hartford (NYSE: HIG) is a leader in property and casualty insurance, group benefits and mutual funds. The Hartford helps its customers prepare for the unexpected, protect what's most important to them and prevail when the unforeseen happens. For more information about Cyber liability provided by The Hartford, visit <https://www.thehartford.com/resources/cyber-liability-coverage-insights-expertise>



Tim Marlin,
Senior Managing Director-
Cyber & Professional
Liability

- What are your company's cyber insurance direct written premiums? **N/A**
- How many dedicated cyber insurance underwriters does your company have? **9 dedicated to cyber underwriting**
- How many cyber-related claims did your company handle in 2016? **N/A**

The Sovereign General



Public or private: **Private**

Annual revenue: **\$250M to \$500M**

Number of employees: **250 to 500**

CEO: **Steve Phillips**

Year founded: **1953**

Number of clients: **More than 5,000**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **North America**

About The Sovereign General:



The Sovereign General Insurance Company

The Sovereign General Insurance Company is a trusted source of risk solutions for Canadian businesses. Operating in six offices across Canada, Sovereign is a leader in empowered underwriting in commercial and specialty insurance operations. Sovereign is proud to carry an A.M. Best A- (Excellent) rating and to be recognized once again with Aon Hewitt Gold Level Best Small and Medium Employers in Canada for 2017. Canadian owned and operated since 1953, Sovereign is a part of The Co-operators group of companies, a leading Canadian provider of multi-line insurance products with assets of more than \$14.5 billion.



Ivan Au,
Manager, Technology
Cyber & Professional
Liability

- What are your company's cyber insurance direct written premiums? **N/A**
- How many dedicated cyber insurance underwriters does your company have? **4**
- How many cyber-related claims did your company handle in 2016? **N/A**
- How many insurance carriers does your company partner with? **N/A**
- Does your company integrate third-party data with your solutions? **Yes**

ThinkRisk Underwriting Agency



Public or private: **Private**

Annual revenue: **N/A**

Number of employees: **Less than 50**

CEO: **Reza Khan, CPCU**

Year founded: **2009**

Number of clients: **Several thousand**

Client industry focus: **N/A**

Revenue range: **Up to \$1B in annual sales**

Geographic reach: **North America**

About ThinkRisk Underwriting Agency:



ThinkRisk is a managing general underwriting facility that specializes in professional and management liability products and services for U.S. businesses, including cyber, media liability, errors and omissions, and private and not for profit directors and officers related insurance products



Reza Khan,
President

- What are your company's cyber insurance direct written premiums? **N/A**
- How many dedicated cyber insurance underwriters does your company have? **7**
- How many cyber-related claims did your company handle in 2016? **N/A**



Public or private: **Private**

Annual revenue: **More than \$1B**

Number of employees: **500 to 750**

CEO: **Mike Sapnar**

Year founded: **1977**

Number of clients: **N/A**

Client industry focus: **Reinsurance**

Revenue range: **N/A**

Geographic reach: **Global**

About TransRe:



TransRe is a leading international reinsurance organization. We have built our business on the principles of capacity, reliability, expertise and creativity to deliver the risk transfer solutions you need to support your business. We work closely with you, listening and asking to understand your strategic objectives, and offering you the full spectrum of products, services and support to help you grow and succeed. We have dedicated teams of local professionals near you and we build relationships based on the fundamental promise that we will be here when you need us. We have the ability and willingness to pay your claims. We value risk.

TransRe has supported cyber security since 1999. We have a dedicated team of global cyber underwriters and claims experts around the world. We focus on four main initiatives which include proactive risk management, underwriting standards and best practices, knowledge exchange and communication, and new product development.

When partnering with TransRe, you will have easy access to our top leadership. We do not compete with our customers. We have the expertise and flexibility to write complex, innovative programs.

We value risk. We value our relationship.



Kara Owens,
Global Head of
Cyber Risk

- What are your company's cyber insurance direct written premiums? **N/A**
- How many dedicated cyber insurance underwriters does your company have? **5**
- How many cyber-related claims did your company handle in 2016? **N/A**

Travelers



Public or private: **Public**

Annual revenue: **More than \$1B**

Number of employees: **More than 1,000**

CEO: **Alan D. Schnitzer**

Year founded: **1853**

Number of clients: **N/A**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**

About Travelers:



The Travelers Companies, Inc. is a leading provider of property casualty insurance for auto, home and business, including a suite of cyber products covering a broad range of industries. A component of the Dow Jones Industrial Average, Travelers has approximately 30,000 employees worldwide and supports its global customers with financial stability and market-leading insurance expertise, experience and service.

Travelers has provided cyber-related insurance coverage with robust risk management services for more than 30 years and understands the importance of helping organizations with pre-breach services from leading cybersecurity companies, to working through an incident and recovering after a breach. As technology becomes more sophisticated, so do the threats we face – which is why every business and organization needs to be prepared with both cyber liability insurance and an effective cyber security plan to manage and mitigate cyber risk. At Travelers, we know the complexity of cyber threats and have solutions to help protect your business assets.

No matter the size or focus of a business, Travelers can customize cyber coverage to address many cyber exposures. Through Travelers products such as CyberRisk and CyberFirst® – plus access to the Travelers eRisk Hub® powered by NetDiligence® – our cyber customers will be protected and prepared for today's uncertain cyber world. To learn more, please visit www.travelers.com/cyber.



Tim Francis,
Enterprise Lead for
Cyber Insurance

- What are your company's cyber insurance direct written premiums? **N/A**
- How many dedicated cyber insurance underwriters does your company have? **N/A**
- How many cyber-related claims did your company handle in 2016? **N/A**
- How many insurance carriers does your company partner with? **N/A**
- Does your company integrate third-party data with your solutions? **Yes**



XL Catlin

Public or private: **Private**

Annual revenue: **N/A**

Number of employees: **More than 1,000**

CEO: **Michael McGavick**

Year founded: **1986**

Number of clients: **2,000 Insureds**

Client industry focus: **All industries**

Revenue range: **More than \$10M (cyber clients)**

Geographic reach: **Global**



About XL Catlin:

From insurance to reinsurance, a changing world needs new answers. We're here to find them. We're powered by innovation and driven by client satisfaction. And it's been noticed. We were recently ranked "Highest in Customer Satisfaction among Large Commercial Insurers, Two Years in a Row" by J. D. Power.

Creative solutions, great service and strong relationships – that's what you can expect from us. We're a leading cyber and technology insurer and have the industry experience that makes a difference. We've been handling data breach incidents and underwriting cyber exposures for clients for over 20 years and have been recognized by the industry for our expertise. In June 2017, Advisen named XL Catlin's John Coletti "2017 Cyber Risk Industry Person of the Year" in the USA. Talk to us about your cyber risks. We're here to help.

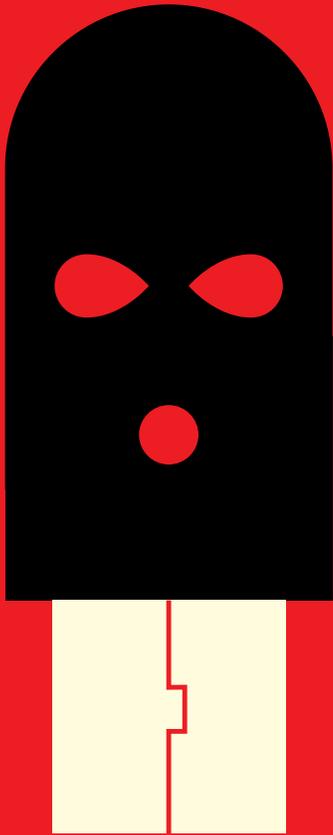


John Coletti,
Senior Vice President,
Chief Underwriting Officer,
Cyber & Technology

- What are your company's cyber insurance direct written premiums? **\$178 million**
- How many dedicated cyber insurance underwriters does your company have? **16**
- How many cyber-related claims did your company handle in 2016? **475**



XL CATLIN



ANYONE CONCERNED ABOUT THE THREAT OF CYBER CRIME, LET'S TALK.

And there's good reason to be concerned. Cyber attacks cost companies, on average, \$4 million. XL Catlin can put some firepower behind your firewall. Talk with us about our unique coverage plus preventive and response services. But maybe use an encrypted email.

MAKE YOUR WORLD GO
xlcatlin.com



"Highest Customer Satisfaction among Large Commercial Insurers, Two Years in a Row"

XL Catlin received the highest numerical score among 11 insurers in the J.D. Power 2016-2017 Large Commercial Insurance Studies. 2017 study based on 2,218 total responses, measuring the opinions of risk professionals in the U.S. and Canada with commercial insurers, surveyed April - June 2017. Your experiences may vary. Visit jdpower.com

XL Catlin, the XL Catlin logo and Make Your World Go are trademarks of XL Group Ltd companies. XL Catlin is the global brand used by XL Group Ltd's insurance subsidiaries. In the US, the insurance companies of XL Group plc are: Catlin Indemnity Company, Catlin Insurance Company, Inc., Catlin Specialty Insurance Company, Greenwich Insurance Company, Indian Harbor Insurance Company, XL Insurance America, Inc., and XL Specialty Insurance Company. Not all insurers do business in all jurisdictions nor is coverage available in all jurisdictions.



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **Less than 50**

CEO: **Bernie Horovitz**

Year founded: **2016**

Number of clients: **N/A**

Client industry focus: **All industries but have a specialized practice for sharing economy**

Revenue range: **Less than \$1B**

Geographic reach: **North America**

About Y-Risk:



Y-Risk is an MGU that crafts insurance solutions for the companies, technologies, and risks shaping tomorrow's economy. Y-Risk is a Lloyd's coverholder providing cyber and technology E&O solutions, including a tailored approach for unique, emerging, or disruptive niche segments.



Wendy Dowd,
President Y-ProTech,
A Division of Y-Risk

- What are your company's cyber insurance direct written premiums? **N/A**
- How many dedicated cyber insurance underwriters does your company have? **N/A**
- How many cyber-related claims did your company handle in 2016? **N/A**

Zurich North America



Public or private: **Public**

Annual revenue: **More than \$1B**

Number of employees: **More than 1,000**

CEO: **Kathleen Savio**

Year founded: **1912**

Number of clients: **N/A**

Client industry focus: **Healthcare, Technology, Manufacturing, Retail And Construction.**

Revenue range: **All**

Geographic reach: **Global**

About Zurich North America:



Zurich Insurance Group (Zurich) is a leading multi-line insurer that serves its customers in global and local markets. With about 54,000 employees, it provides a wide range of property and casualty, and life insurance products and services in more than 210 countries and territories. Zurich's customers include individuals, small businesses, and mid-sized and large companies, including multinational corporations. The Group is headquartered in Zurich, Switzerland, where it was founded in 1872.

In North America, Zurich is a leading commercial property-casualty insurance provider serving the global corporate, large corporate, middle market, specialties and programs sectors through the individual member companies of Zurich in North America, including Zurich American Insurance Company.

Zurich's Security & Privacy Protection Policy helps businesses manage the evolving risk and financial impact of data breaches at home and abroad. Our risk management solutions include:

- A growing team of dedicated, highly specialized underwriters, integrated with in-house claims attorneys
- A risk engineering team dedicated to cyber-related issues and helping customers with pre-breach planning
- Pre- and post- breach assessments to help companies build resilience against cyber risks

As one of the leading insurance providers in the North American cybersecurity insurance market, Zurich has key insights on today's cyber landscape and is invested in identifying risks and delivering solutions for the business community. More information about Zurich's Security & Privacy solutions is at <https://www.zurichna.com/securityandprivacy>. Additional cyber related literature can be found at <https://www.zurichna.com/cyber>.



Brian Winters,
Head of Specialty
Products

- What are your company's cyber insurance direct written premiums? **N/A**
- How many dedicated cyber insurance underwriters does your company have? **N/A**
- How many cyber-related claims did your company handle in 2016? **N/A**



BROKER

Provider of client cyber-risk assessment; design insurance/cyber-risk management program

[AmWINS Brokerage](#)

[Aon](#)

[Arthur J. Gallagher & Co.](#)

[Beecher Carlson Insurance Services, LLC](#)

[Burns & Wilcox Brokerage](#)

[Crystal & Company](#)

[Cyber Plus](#)

[CyberPolicy, Inc.](#)

[HUB International](#)

[INSUREtrust](#)

[James Hallam Limited](#)

[JLT Group](#)

[Lockton Companies](#)

[Marsh](#)

[PSA Insurance & Financial Services](#)

[Risk Placement Services](#)

[RT Specialty, LLC](#)

[Shea Barclay Group, Inc.](#)

[Starkweather & Shepley](#)

[USI Insurance Services National, LLC](#)

[William H. Connolly & Co., LLC](#)

[Willis Towers Watson](#)

[Wingman Insurance](#)



AmWINS Brokerage

Public or private: **Private**

Annual revenue: **\$750M to \$1B**

Number of employees: **More than 1,000**

CEO: **Steve DeCarlo**

Year founded: **2001**

Number of clients: **Hundreds of thousands**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**



About AmWINS Brokerage:

AmWINS Group is a specialty broker (wholesale) that places over \$14 billion of premium globally. Cyberliability is placed by brokers in our brokerage division, small business division and in London. We help our client retailers obtain the most competitive terms, provide product training, sales materials and other risk evaluation tools.



Dave Lewison,
Senior Vice President,
Brokerage

- As of September 30, 2017, approximately how much cyber premium does your brokerage handle? **\$60 million**
- How many dedicated cyber insurance brokers does your company have handling client cyber risk on a day-to-day basis? **50**
- How many standalone cyber claims did your firm's clients file in the last 12 months? **N/A**
- Who are your top 5 cyber insurance trading partners? **AIG, AXIS, Beazley PLC, Endurance, XL Catlin**

4725 Piedmont Row Dr., Suite 600 • Charlotte, NC 28210
 704-749-2700
 David Lewison



“Honestly, without this worm finder app you might as well just sleep in.”

WE CAN GIVE YOU **THE RIGHT TOOLS** TO GET **THE RIGHT PRODUCT.**

As the leading specialty broker of **CYBER INSURANCE**,
AmWINS has the tools to find the right solution for you and your clients.

We are the first specialty broker to offer the
ADVISEN CYBER OVERVUE tool to our clients.

AmWINS[®]
Group, Inc.

We are more than your partner, we are on your team.



Public or private: **Public**

Annual revenue: **More than \$1B**

Number of employees: **More than 1,000**

CEO: **Greg Case**

Year founded: **1982**

Number of clients: **More than 20,000 globally**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**

About Aon:



Aon plc is a leading global professional services firm providing a broad range of risk, retirement and health solutions. Our 50,000 colleagues in 120 countries empower results for clients by using proprietary data and analytics to deliver insights that reduce volatility and improve performance. At our core, we are problem-solvers and solution builders who bring a broad perspective and deep expertise to help our clients assess, manage and mitigate risk. Our promise to our clients is innovation, excellence and results. Aon's Cyber Resilience Framework identifies and protects the critical assets and balance sheets of our clients by aligning their cyber enterprise risk management strategy with their corporate culture and risk tolerance. We assess, test, improve, quantify, transfer and respond to the evolving cyber threat, linking asset and risk data analytics to lower the Total Cost of Risk. The acquisition of Stroz Friedberg further enables Aon move from being purely a risk management advisor capable of delivering cyber risk transfer, but now also mitigation, advisory and response services.



Jesus Gonzalez,
Chief of Staff

- As of September 30, 2017, approximately how much cyber premium does your brokerage handle? **\$253 million**
- How many dedicated cyber insurance brokers does your company have handling client cyber risk on a day-to-day basis? **59**
- How many standalone cyber claims did your firm's clients file in the last 12 months? **217**
- Who are your top 5 cyber insurance trading partners? **AIG, Beazley PLC, Chubb, XL Catlin, Zurich**
- On average, how many network security assessments/penetration tests does your company perform per client per year? **Globally we deliver about 500 to 600 penetration tests per year.**
- How many network security cases has your company worked on? **More than 500 (50 to 100 per year)**
- How many insurance claims has your company worked on? Approximately **More than 30 annually**

Arthur J. Gallagher & Co.



Public or private: **Public**

Annual revenue: **More than \$1B**

Number of employees: **More than 1,000**

CEO: **J. Patrick Gallagher, Jr.**

Year founded: **1927**

Number of clients: **N/A**

Client industry focus: **All**

Revenue range: **Clients of all sizes**

Geographic reach: **Global**

About Arthur J. Gallagher & Co. :



Arthur J. Gallagher & Co.

As a consultative cyber insurance risk management advisor, Gallagher specializes in understanding our clients' unique exposures, identifying pertinent cyber risk concerns and assisting our clients in establishing priorities to effectuate meaningful preventative cyber risk solutions. We develop risk transfer products and seek risk management solutions from cyber markets that enable our clients to manage the financial risk of a cyber event in a prudent and thoughtful manner. To lessen the burden of a breach on clients, Gallagher proactively partners with experienced breach responders, including breach legal advisors; forensic investigators; notification, credit and ID monitoring providers; crisis management and PR consultants; and legal defense counsel.

We also engage with strategic cybersecurity providers to offer impactful preventative products and services such as endpoint technology solutions; compliance automation; vendor contract management; vendor vetting/tracking; employee awareness and social engineering training; and incident response planning. Further, we monitor and reevaluate our clients' cyber programs on a periodic basis, employing analytics (including Gallagher's proprietary risk evaluation tool), trend analysis, gap analysis studies focused on isolating known deficiencies in insurance programs, and risk mapping of known and emerging exposures.

Finally, we seek to influence changes in the cyber insurance market through thought-provoking insurance language analysis and claims trends. Ultimately, this enables us to offer the optimum cyber insurance coverages, and cyber risk management products and services, to clients and prospects around the globe.



Adam Cottini,
Managing Director,
Cyber Liability Practice,
Area Senior Vice President

- As of September 30, 2017, approximately how much cyber premium does your brokerage handle? **More than \$150 million GWP**
- How many dedicated cyber insurance brokers does your company have handling client cyber risk on a day-to-day basis? **More than 30 dedicated cyber insurance and risk management advisors**
- How many standalone cyber claims did your firm's clients file in the last 12 months? **More than 100**
- Who are your top 5 cyber insurance trading partners? **N/A**

Beecher Carlson Insurance Services, LLC



Public or private: **Public**

Annual revenue: **More than \$1B**

Number of employees: **More than 1,000**

CEO: **Steve Denton**

Year founded: **1981**

Number of clients: **879**

Client industry focus: **Energy, Financial Services, Healthcare, Hospitality, Manufacturing, Public Entities, Real Estate, Retail, Technology**

Revenue range: **N/A**

Geographic reach: **Global**

About Beecher Carlson Insurance Services, LLC :

Beecher Carlson's cyber practice provides leading-edge advice and resources to address our clients' complex cyber-risk issues. Comprised of 16 industry experts skilled in managing the intricate risks that cyber liabilities pose, Beecher Carlson's cyber practice helps clients defend their data and company reputations by evolving our technology and resources alongside complex and dynamic cyber risks.

The practice has developed a suite of proprietary cyber products and tools to assist in quantifying and analyzing potential exposures to cyber risks for the benefit of our clients. Among these is Beecher Carlson's proprietary In-Site series, which generates evidence-based information that assists in the evaluation of our clients' cyber risks. Included in the In-Site series are the following models: Cyber In-Site PML (Privacy Probably Maximum Loss Model), Cyber In-Site BI (Business Interruption Model), and Cyber In-Site F&S (Frequency and Severity Model).

Beecher Carlson also utilizes its CyberSelect 360° tool to cover a full spectrum of potential cyber-related losses on an Excess, Difference in Conditions, and Difference in Limits basis. The program sits on top of other designated insurance policies and fills in the gaps between those policies. Broad cyber coverage, which includes traditional and non-traditional risks, can be coordinated with property and casualty programs. Using this tool, we are able to protect our clients from gaps in coverage. Additionally, Beecher Carlson leverages its presence in the marketplace to aggressively negotiate the best possible programs for our clients. We achieve this by partnering with our clients and advocating for them. Representative of our success, we were able to negotiate a multi-hundreds of million dollar limit placement that included contract manufacturing coverage.

Developing new and better technologies and utilizing our risk management expertise, Beecher Carlson's cyber practice helps our clients manage their business risks and protect and enhance their capital.



Christopher Keegan,
Cyber Practice Leader

- As of September 30, 2017, approximately how much cyber premium does your brokerage handle? **\$288 million**
- How many dedicated cyber insurance brokers does your company have handling client cyber risk on a day-to-day basis? **4**
- How many standalone cyber claims did your firm's clients file in the last 12 months? **53**
- Who are your top 5 cyber insurance trading partners? **Lloyd's, AIG, Chubb**
- How many insurance carriers does your company partner with? **116**
- Does your company integrate third-party data with your solutions? **Yes**

Six Concourse Parkway, Suite 2300 • Atlanta, GA 30328
404-460-1400
Brittany Calderale

Burns & Wilcox Brokerage



Public or private: **Private**

Annual revenue: **More than \$1B**

Number of employees: **More than 1,000**

CEO: **Alan Jay Kaufman**

Year founded: **1969**

Number of clients: **More than 10,000**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **North America, Europe, US Regional**

About Burns & Wilcox Brokerage:



Headquartered in Farmington Hills, Michigan, Burns & Wilcox is North America's largest independent wholesale broker and underwriting manager. We are independently owned, which affords us the freedom to focus on our most important and singular purpose: our clients, the retail brokers and agents.



Alan Jay Kaufman,
CEO

- As of September 30, 2017, approximately how much cyber premium does your brokerage handle? **\$25 million**
- How many dedicated cyber insurance brokers does your company have handling client cyber risk on a day-to-day basis? **36**
- How many standalone cyber claims did your firm's clients file in the last 12 months? **N/A**



Public or private: **Private**

Annual revenue: **\$100M to \$250M**

Number of employees: **250 to 500**

CEO: **James W. Crystal**

Year founded: **1933**

Number of clients: **N/A**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **US Regional**

About Crystal & Company

CRYSTAL & COMPANY

Crystal & Company is the home for talented insurance professionals: creative, committed to their clients and driven to deliver extraordinary results. The company drives the strategy and execution behind insurance and employee benefits programs for businesses that want to be smart about risk. Crystal & Company is the insurance brokerage of choice for leading financial institutions, corporations and nonprofit organizations.

Headquartered in New York City, the firm has 11 regional offices throughout the United States. Crystal & Company is an equity owner of Brokerslink, a global broking company with members in more than 95 countries around the world.



Robert Horn,
Technology and Cyber
Practice Leader

- As of September 30, 2017, approximately how much cyber premium does your brokerage handle? **N/A**
- How many dedicated cyber insurance brokers does your company have handling client cyber risk on a day-to-day basis? **N/A**
- How many standalone cyber claims did your firm's clients file in the last 12 months? **N/A**
- Who are your top 5 cyber insurance trading partners? **N/A**
- How many insurance carriers does your company partner with? **N/A**
- Does your company integrate third-party data with your solutions? **N/A**

Cyber Plus



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **Less than 50**

CEO: **Mike Newbigin**

Year founded: **2013**

Number of clients: **150**

Client industry focus: **SMEs**

Revenue range: **\$50 million or less**

Geographic reach: **Australia/New Zealand**

About Cyber Plus:



Cyber Plus is an Australian business, established in 2014, which has partnered with international cybersecurity, cyber risk experts and insurers to provide a complete cyber solution to the Australian market.



Paul Waite,
Director

- As of September 30, 2017, approximately how much cyber premium does your brokerage handle? **250,000**
- How many dedicated cyber insurance brokers does your company have handling client cyber risk on a day-to-day basis? **7**
- How many standalone cyber claims did your firm's clients file in the last 12 months? **2**
- Who are your top 5 cyber insurance trading partners? **Lloyds of London, XL Catlin**
- How many insurance carriers does your company partner with? **3**
- Does your company integrate third-party data with your solutions? **No**

CyberPolicy, Inc.



Public or private: **Private**

Annual revenue: **\$25M to \$100M**

Number of employees: **100 to 250**

CEO: **Keith Moore**

Year founded: **2016**

Number of clients: **50,000**

Client industry focus: **N/A**

Revenue range: **Small Businesses**

Geographic reach: **US Regional**

About CyberPolicy, Inc.:



Our company is focused on helping small and medium sized businesses plan, prevent and insure against cyber threats. We are a digital insurance broker bringing valuable cyber insights to small businesses. We believe that SMBs, with their limited budgets and shaky cyber security postures, are extremely vulnerable to being hacked. This will further affect the broader ecosystem where the SMBs are vendors to larger companies. By protecting SMBs we will help protect their livelihood and make the overall ecosystem safer.



Keith Moore, CEO

- As of September 30, 2017, approximately how much cyber premium does your brokerage handle? **About \$500,000**
- How many dedicated cyber insurance brokers does your company have handling client cyber risk on a day-to-day basis? **30**
- How many standalone cyber claims did your firm's clients file in the last 12 months? **0**
- Who are your top 5 cyber insurance trading partners? **Beazley PLC, Chubb, Hiscox, Liberty Mutual**
- On average, how many network security assessments/penetration tests does your company perform per client per year? **N/A**

HUB International



Public or private: **Private**

Annual revenue: **More than \$1B**

Number of employees: **More than 1,000**

CEO: **Marc Cohen**

Year founded: **1998**

Number of clients: **About 120,000 CL clients**

Client industry focus: **A full range of property and casualty solutions insurance and employee benefits, to products for financial services, hospitality, entertainment, transportation, agriculture, construction, healthcare and real estate.**

Revenue range: **Small-mid sized companies**

Geographic reach: **Global**

About HUB International:



HUB International Limited is a leading global insurance brokerage that provides property and casualty, life and health, employee benefits, investment and risk management products and services from offices located throughout North America.

HUB's Vision is "To be everywhere risk exists — today and tomorrow. Helping protect what matters most." We're more than just about offering policies. Whether it's at play or at work, protecting our customers from risk so they can continue to focus on their goals is our reason for being. Our vast network is constantly thinking about our customers' present and future risks and how best to protect them. We deliver on that promise by offering our unmatched service and expertise. Investing in our employees makes this possible. HUB encourages and supports our employees to grow as both professionals and individuals who are committed to the communities they serve.

In a rapidly changing world, we advise businesses and individuals on how to prepare for the unexpected. When you partner with us, you're at the center of a vast network of experts who will help you reach your goals through risk services, claims management and compliance support. And this gives you the peace of mind that what matters most to you will be protected — through unrelenting advocacy and tailored solutions that put you in control.



Marc Cohen,
CEO

- As of September 30, 2017, approximately how much cyber premium does your brokerage handle? **More than \$4 million**
- How many dedicated cyber insurance brokers does your company have handling client cyber risk on a day-to-day basis? **Numerous**
- How many standalone cyber claims did your firm's clients file in the last 12 months? **Nearly 200**
- Who are your top 5 cyber insurance trading partners? **AIG, AXIS, Beazley PLC, CNA, Lloyds of London**
- How many insurance carriers does your company partner with? **Nearly 50**
- Does your company integrate third-party data with your solutions? **Yes, Advisen for benchmarking; NetDiligence, Ponemon, AIG, and others for loss-scenario data**
- On average, how many network security assessments/penetration tests does your company perform per client per year? **N/A**

300 N. LaSalle, 17th Fl • Chicago, IL 60654
312-279-4601
Marni Gordon



INSUREtrust

Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **Less than 50**

CEO: **Steve Haase**

Year founded: **1997**

Number of clients: **3,217**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **North America**

About INSUREtrust:



INSUREtrust plays a major role in the placement of cyber for businesses of all sizes. There are several strong players in the brokerage space who are known for a lot of things including the assistance in placement of major corporations. We are no different in that regard but there will not be anyone else in that plays the role that we do across businesses of all sizes.

We have changed the game with our unique sales approach and full risk management process. We are unique for several reasons including, but not limited to, the fact that our CEO manuscripted the first cyber insurance policy 20 years ago.

With brokers that we partner with who utilize our process, we see over a 95% close rate in the deals we are utilized in. This process is applicable to startups, middle market, and national accounts. We bridge the knowledge gap for insureds of all shapes and sizes and supplement the insurance that we place with employee training, IT solutions and risk management tools such as incident response plans, IT security templates, etc.

The profitability of the business we place with our carriers is unmatched by anyone else in the marketplace. We provide a full risk management solution to our clients which is inclusive of the insurance, as well as education via boot camps & webinars across the country. We also provide data analytics tools such as our internal benchmarking material & data breach calculations.



Christiaan Durdaller,
Executive Vice President

- As of September 30, 2017, approximately how much cyber premium does your brokerage handle? **N/A**
- How many dedicated cyber insurance brokers does your company have handling client cyber risk on a day-to-day basis? **14**
- How many standalone cyber claims did your firm's clients file in the last 12 months? **N/A**
- Who are your top 5 cyber insurance trading partners? **AIG, AXIS, Beazley PLC, Lloyds of London, XL Catlin**



In 2017, INSUREtrust was recognized by Advisen and its peers as the Cyber Broking Team of the Year.

INSUREtrust is a national insurance wholesaler and program manager that makes cyber simple. We provide a complete risk management program, including loss control, security, and insurance distributed by independent agencies nationwide.

INSUREtrust is widely recognized for manuscripting the industry's first cyber insurance policy, launched at RIMS on April 15, 1997.

For over 20 years, INSUREtrust has focused on emerging risks related to Cyber Liability, Technology Errors & Omissions, Crime, and Miscellaneous Professional Liability (MPL).



| insuretrust

info@insuretrust.com • 1-888-WEB-RISK • 770-200-8000 • 5185 Peachtree Parkway • Suite 230 • Norcross, GA 30092

Making cyber simple. Really.

James Hallam Limited



Public or private: **Private**

Annual revenue: **\$250M to \$500M**

Number of employees: **100 to 250**

CEO: **Paul Anscombe**

Year founded: **1982**

Number of clients: **5,000**

Client industry focus: **Hospitality, Publishing, Media, Retail, Medical, Travel**

Revenue range: **£0.5M to £500M**

Geographic reach: **Global**

About James Hallam Limited:

james hallam

Our corporate goals are to help your business keep staff and customers safe, produce more profit, keep your management out of jail and help raise standards in all the industries we deal with.

We make insurance simple to understand and transfer all the hassle from your desk to ours, becoming an extension to your team rather than simply a supplier.

We specialise in hotel, restaurant, hospitality, media, news media, publishing, technology, retail, medical, travel and service industries with a particular focus on cyber risk.

James Hallam Insurance Brokers is a trading name of James Hallam Limited who are Authorised and Regulated by the Financial Conduct Authority.



Marc Brennan,
Insurance Broker

- As of September 30, 2017, approximately how much cyber premium does your brokerage handle? **£750K**
- How many dedicated cyber insurance brokers does your company have handling client cyber risk on a day-to-day basis? **4**
- How many standalone cyber claims did your firm's clients file in the last 12 months? **20**
- Who are your top 5 cyber insurance trading partners? **AIG, Chubb, Hiscox, Liberty Mutual, CFC Underwriting**
- What is your company's secondary business focus? **Insurance data & analytics**
- How many insurance carriers does your company partner with? **More than 50**
- Does your company integrate third-party data with your solutions? **No**

5 Lloyds Avenue • London, UK E15 2AZ
+44 207 977 7862
Marc Brennan



Public or private: **Public**

Annual revenue: **More than \$1B**

Number of employees: **More than 1,000**

CEO: **Dominic Burke**

Year founded: **1997**

Number of clients: **N/A**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**

About JLT Group:



Jardine Lloyd Thompson (JLT) is one of the world's leading providers of insurance, reinsurance and employee benefits related advice, brokerage and associated services. JLT Specialty provides insurance broking, risk management and claims consulting services to some of the world's largest companies.

Our success comes from focusing on sectors where we know we can make the greatest difference – using insight, intelligence and imagination to provide expert advice and robust – often unique – solutions. We build partner teams to work side-by-side with you, our network and the market to deliver responses which are carefully considered from all angles.

Our Cyber, Technology, and Media Errors & Omissions team delivers bespoke risk management and insurance solutions to meet the needs of clients from a variety of industries. The team combines experience and talent with a track record of delivering successful results and tangible value for our clients.



Sarah Stephens,
Partner and Head of
Cyber, Content, and New
Technology Risks

- As of September 30, 2017, approximately how much cyber premium does your brokerage handle? **N/A**
- How many dedicated cyber insurance brokers does your company have handling client cyber risk on a day-to-day basis? **N/A**
- How many standalone cyber claims did your firm's clients file in the last 12 months? **N/A**
- Who are your top 5 cyber insurance trading partners? **N/A**

Lockton Companies



Public or private: **Public**

Annual revenue: **More than \$1B**

Number of employees: **More than 1,000**

CEO: **Ron Lockton**

Year founded: **1966**

Number of clients: **More than 50,000**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**

About Lockton Companies:



Lockton's Cyber Technology Practice specializes in understanding and covering cyber risks. The process we have designed is our strategic advantage. We facilitate a process that brings the key C-suite stakeholders together – this leads to a collaborative approach towards cyber with Lockton being a core component to our clients understanding and approach to their cyber risk. Client service teams work with Associates in London, Bermuda and in the United States who collaborate to help clients understand these unique risks and to develop equally unique insurance solutions in the global marketplace. The practice is one of the largest cyber insurance teams in the brokerage industry.



Ryan Gibney,
Vice President, Northeast
Cyber Technology Practice
Leader

- As of September 30, 2017, approximately how much cyber premium does your brokerage handle? **N/A**
- How many dedicated cyber insurance brokers does your company have handling client cyber risk on a day-to-day basis? **36**
- How many standalone cyber claims did your firm's clients file in the last 12 months? **N/A**
- Who are your top 5 cyber insurance trading partners? **N/A**

Marsh



Public or private: **Public**

Annual revenue: **More than \$1B**

Number of employees: **More than 1,000**

CEO: **John Q. Doyle**

Year founded: **1871**

Number of clients: **N/A**

Client industry focus: **All industries**

Revenue range: **N/A**

Geographic reach: **Global**

About Marsh:



From the creation of the first cyber policy forms to leading the marketplace in the development of privacy and business interruption coverages, Marsh's Cyber Practice offers unparalleled resources in cyber advisory and risk transfer solutions. With industry know-how spanning decades, Marsh's Cyber Practice helps clients assess, manage, and respond to cyber threats and events. Marsh provides advisory services across diverse areas of cyber risk ranging from financial modeling to coverage analysis to threat intelligence. Marsh helps clients assess their cyber risks and build the right insurance program to meet their unique needs. Marsh continues to lead the market with such innovations as Cyber Risk Assessment: a self-assessment tool mapped to the NIST Framework that provides feedback on a client's relative cyber risk maturity as well as providing a platform for the client to seek insurance coverage for cyber risk; Cyber CAT2.0: a bespoke policy wording embracing the premise that all of an entity's technology risks should be covered; Cyber ECHO: a proprietary excess facility with unique reinstatement options; Cyber IDEAL: designed to identify damages, evaluate, and assess limits for data breaches and technology outages, and Marsh's Cyber Risk Toolkit that enables a client to identify and quantify its cyber risk through a combination of financial and threat modeling tools. Marsh's Cyber Risk Practice is a global team of more than 50 cyber and risk management colleagues possessing an unbeatable combination of hands-on practical know-how and expertise with backgrounds in underwriting, claims, legal, technology, and government.



Tom Reagan,
Cyber Practice Leader

- As of September 30, 2017, approximately how much cyber premium does your brokerage handle? **N/A**
- How many dedicated cyber insurance brokers does your company have handling client cyber risk on a day-to-day basis? **More than 50**
- How many standalone cyber claims did your firm's clients file in the last 12 months? **N/A**
- Who are your top 5 cyber insurance trading partners? **N/A**
- How many insurance carriers does your company partner with? **N/A**
- Does your company integrate third-party data with your solutions? **Yes**



59% of boards say cybersecurity is the most challenging business risk.¹

What do they see that the others don't?

Cyber security is a technical challenge, but the real consequences of a hack are financial. Data breaches, IT system failures, cyber extortion — these start in the server room and are felt in the boardroom. Are you confident you've properly valued your cyber risk and invested wisely to protect your firm?

Marsh helps you reimagine cyber risk as an opportunity for performance improvement. By optimizing the efficiency of your investments in technology and insurance, we can replace worry with confidence, and help you unlock capital to power your business. So you can pursue the risks you want to take, not just the ones you are afraid of.



Data-driven measurement of value at risk, tailored to your business.



Capital-efficient risk mitigation and award-winning risk transfer solutions.



Resilient cyber event management, from start to finish.

BECOME CYBER CONFIDENT

To start getting ahead of cyber risk, contact Marsh's cyber team or visit us at marsh.com/cyber.

TOM REAGAN
+1 212 345 9452
thomas.reagan@marsh.com

BOB PARISI
+1 212 345 5924
robert.parisi@marsh.com

¹ NACD, Public Company Governance Survey, 2016-2017

PSA Insurance & Financial Services



Public or private: **Private**

Annual revenue: **\$25M to \$100M**

Number of employees: **100 to 250**

CEO: **Chip Lewis**

Year founded: **1928**

Number of clients: **3,500 commercial clients and 6,000 individual clients**

Client industry focus: **All industries**

Revenue range: **Companies of all sizes**

Geographic reach: **North America**

About PSA Insurance & Financial Services:



PSA Cyber Practice Mission: Empower all organizations to make smart cyber risk management decisions by better understanding their cyber risk and becoming resilient with integrated strategies to absorb the impact of an event, continue operations and recover gracefully if and when a cyber incident occurs.

We do this through a dedicated cyber practice with full-time staff exclusively focused on helping organizations navigate the cyber insurance marketplace. But we do much more than just sell insurance. We offer a proprietary risk review service to help organizations better understand their cyber risk. We partner with industry leading cybersecurity data & analytics companies to help our clients both assign a value to their cyber risk and assess security controls.

Because cybersecurity is a team sport we also coordinate the Enterprise Risk Resiliency Panel (ERRP) that is made up of cybersecurity product, service and solutions providers with the experience and expertise to assist businesses throughout the cyber risk management and resiliency life-cycle. In collaboration with ERRP member companies, PSA offers education and awareness sessions and publishes online blogs designed to help business leaders build knowledge on a variety of cybersecurity topics. PSA is also an active member of the cybersecurity community in our region and Mike Volk – VP, Cyber Risk Solutions currently serves on the Board of Directors for the Cybersecurity Association of Maryland, Inc. (CAMI).



Mike Volk
VP, Cyber Risk Solutions

- As of September 30, 2017, approximately how much cyber premium does your brokerage handle? **\$900,000**
- How many dedicated cyber insurance brokers does your company have handling client cyber risk on a day-to-day basis? **1**
- How many standalone cyber claims did your firm's clients file in the last 12 months? **We were involved with around 5-10 minor claims in this period**
- Who are your top 5 cyber insurance trading partners? **AXIS, Chubb, CNA, Travelers, Evolve MGA**

Risk Placement Services



Public or private: **Public**

Annual revenue: **More than \$1B**

Number of employees: **More than 1,000**

CEO: **Joel Cavaness, President**

Year founded: **1997**

Number of clients: **Tens of thousands**

Client industry focus: **All**

Revenue range: **All**

Geographic reach: **Global**

About Risk Placement Services:



Risk Placement Services has repeatedly been recognized as the fastest-growing wholesaler in the U.S. and among the nation's leading wholesale insurance writers of Cyber Risk Insurance. The proprietary RPSSmallBusiness.com platform provides the first and only ecommerce enabled platform allowing retail agents to quote/bind Cyber policies from multiple admitted markets simultaneously in minutes. RPS has re-written the rule book on Cyber Risk insurance in today's e-Commerce driven economy.

For complex Cyber Risks requiring a more comprehensive risk management approach, the team at RPS is well adept at placing primary and excess Cyber coverage and securing high limit programs through a wide array of markets, domestically and internationally, as well as on an admitted or Excess and Surplus basis. Their clients range from high-profile public corporations, nonprofits and public entities to middle-market organizations in the verticals of finance, healthcare, education, retail, hospitality, technology, professional services and more.

RPS has established itself as the go-to wholesale source for Cyber Risk placements, whether in a streamlined e-Commerce fashion, or, when insureds and their retail agents need a hands-on marketing approach with expertise unmatched in our industry.



Steve Robinson,
Area President,
Technology & Cyber

- As of September 30, 2017, approximately how much cyber premium does your brokerage handle? **More than \$50 million**
- How many dedicated cyber insurance brokers does your company have handling client cyber risk on a day-to-day basis? **More than 20**
- How many standalone cyber claims did your firm's clients file in the last 12 months? **More than 100**
- Who are your top 5 cyber insurance trading partners? **Beazley PLC, Hiscox, Lloyds of London, XL Catlin, BCS**

RT Specialty, LLC



Public or private: **Private**

Annual revenue: **\$250M to \$500M**

Number of employees: **More than 1,000**

CEO: **Tim Turner**

Year founded: **2010**

Number of clients: **More than 5,000**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**

About RT Specialty, LLC:



RT ProExec is the country's leading Executive, Professional and Cyber Liability Insurance intermediary. We are a division of RT Specialty, one of the largest wholesale brokers in the country. RT ProExec places over \$800 million per year in Executive, Professional and Cyber liability insurance premiums. RT Specialty places in excess of \$6 billion annually across all lines.

While we are built on the architecture of a wholesale broker, we have taken the intermediary function to a much higher level. Our role ranges from serving as an extension of our Retail partners' in-house expertise all the way to acting as a completely outsourced practice. Our role can, and often does, include up-front assistance and meetings with clients.

We strive to secure the best possible coverage at the most aggressive possible premium. We also provide cutting-edge presentations, proposals, educational materials, benchmarking tools and coverage comparisons. Finally, in the event of a claim, we provide powerful client advocacy services via our in-house claims attorneys.



Tim Turner,
Chairman and CEO

- As of September 30, 2017, approximately how much cyber premium does your brokerage handle? **\$200 million**
- How many dedicated cyber insurance brokers does your company have handling client cyber risk on a day-to-day basis? **35**
- How many standalone cyber claims did your firm's clients file in the last 12 months? **250**
- Who are your top 5 cyber insurance trading partners? **AIG, Beazley PLC, Chubb, Hiscox, Lloyds of London**
- How many insurance carriers does your company partner with? **25**
- Does your company integrate third-party data with your solutions? **Yes, Various**

Shea Barclay Group, Inc.



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **Less than 50**

CEO: **Talyn Guercio**

Year founded: **2001**

Number of clients: **More than 1,500**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **North America, US Regional**



About Shea Barclay Group, Inc.:

Shea Barclay specializes in protecting their client's interests with insurance that best fits their needs by evaluating our client's business risks and providing the best advise for the proper coverage needed to protect their business' greatest exposures.

Our customer service is what sets us apart from the competition. We ensure our clients are informed and prepared from the precompletion of applications, claims handling service to implementation of policies.



Sophia Gutierrez,
Client Manager, Cyber
and Crime Liability

- As of September 30, 2017, approximately how much cyber premium does your brokerage handle? **\$350,000**
- How many dedicated cyber insurance brokers does your company have handling client cyber risk on a day-to-day basis? **3**
- How many standalone cyber claims did your firm's clients file in the last 12 months? **2**
- Who are your top 5 cyber insurance trading partners? **Chubb, Lloyds of London, Travelers, CFC/NAS**

Starkweather & Shepley



Public or private: **Private**

Annual revenue: **N/A**

Number of employees: **250 to 500**

CEO: **Andrew Fotopulos**

Year founded: **1879**

Number of clients: **More than 1,000**

Client industry focus: **Financial Industry**

Revenue range: **\$1M to \$50M**

Geographic reach: **US Regional**

About Starkweather & Shepley:



Starkweather & Shepley's Financial Institution Practice Group is a leading provider of Errors & Omissions Directors & Officers and Cyber Insurance and Bonding to the Financial Services industry.

Our focused approach and unique understanding of the Financial Industry helps us to identify the unique exposures faced daily by a broad spectrum of specialty firms in the financial industry.

Our passion to bring the highest levels of service and attention to detail are what makes us an industry leader in the FI space.



**Paul J. Smith, AIF,
SVP, Financial Institutions
Division**

- As of September 30, 2017, approximately how much cyber premium does your brokerage handle? **N/A**
- How many dedicated cyber insurance brokers does your company have handling client cyber risk on a day-to-day basis? **5**
- How many standalone cyber claims did your firm's clients file in the last 12 months? **N/A**
- Who are your top 5 cyber insurance trading partners? **Beazley PLC, Chubb, Lloyds of London, Markel, Travelers**
- How many insurance carriers does your company partner with? **More than 50**
- Does your company integrate third-party data with your solutions? **Yes, Risk Match**

USI Insurance Services National, Inc.



Public or private: **Private**

Annual revenue: **More than \$1B**

Number of employees: **More than 1,000**

CEO: **Mike Sicard**

Year founded: **1994**

Number of clients: **About 400,000**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**

About USI Insurance Services National, Inc.:



USI is a full-service insurance brokerage and risk consultancy firm. Our teams utilize USI ONE, a fundamentally different approach to risk management. USI ONE integrates proprietary analytics with a network of local and national technical experts in a team-based, consultative planning process to evaluate the client's risk profile and identify targeted solutions focused on cost reduction, coverage, and service enhancements. Our robust analytics, deep industry expertise, hands-on servicing, and diligent follow through align with our clients' strategic objectives by delivering solutions that have a meaningful economic effect.

USI specializes in tailoring comprehensive cyber insurance programs with leading carrier partners. Our dedicated and experienced national insurance team focuses on cyber risk education, breach preparedness and incident response planning assistance to our clients. We recognize that the devil is in the details and emphasize the importance of a dedicated insurance policy that properly and adequately transfers financial loss caused by a cyber event. We are innovative, industry-leading, visible and passionate and always strive to deliver best-in-class cyber risk solutions and services to our clients.



Meredith Schnur,
National Practice Leader,
Professional Risk Practice

- As of September 30, 2017, approximately how much cyber premium does your brokerage handle? **\$100 million**
- How many dedicated cyber insurance brokers does your company have handling client cyber risk on a day-to-day basis? **10**
- How many standalone cyber claims did your firm's clients file in the last 12 months? **About 60**
- Who are your top 5 cyber insurance trading partners? **AIG, Beazley PLC, Lloyds of London, XL Catlin, Chubb**
- How many insurance carriers does your company partner with? **About 30 for cyber**
- Does your company integrate third-party data with your solutions? **Yes, In addition to the cyber study USI conducts annually, we incorporate benchmarking data from Advisen, proprietary benchmarking data, tools to estimate breach costs and business interruption loss, insurer claims data from key carrier partners like Beazley, Chubb and AIG, other third party claims studies including Verizon and other publicly available data from law enforcement, FBI and others.**

William H. Connolly & Co., LLC



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **50 to 100**

CEO: **William H. Connolly, Jr.**

Year founded: **1950**

Number of clients: **More than 2,900**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **North America, US Regional**

About William H. Connolly & Co., LLP:

WILLIAM H. CONNOLLY & CO., LLC
| Insurance and Risk Management

William H. Connolly & Co., LLC provides insurance and risk solutions, including the placement of cyber liability insurance, for our clients. Utilizing teams of producers and account executives, our firm concentrates on placing Commercial Property & Casualty, Personal Lines, and Employee Benefits insurance programs for businesses including, but not limited to, health-care institutions, educational institutions, software & technology firms, biotech & pharmaceutical companies, non-profit social services organizations, financial institutions, construction & manufacturing companies, architects & engineers, physicians, and lawyers.

Integrity, service, innovation, and the highest level of professional expertise are the hallmarks of William H. Connolly & Co., LLC. Because we are among the largest producers placing business with both national insurance companies and strong, regional carriers, we negotiate from a position of strength for our clients. In addition, we have also provided the specialized risk management services and innovative insurance coverages our clients need through the hiring of insurance professionals who are knowledgeable in loss preventative services, claims handling, and various insurance coverage lines. Our professional staff includes an in-house cyber liability insurance resource, who provides cyber liability insurance training to our staff and clients.



**William H. Connolly, Jr.,
CPCU - President and CEO**

- As of September 30, 2017, approximately how much cyber premium does your brokerage handle? **\$1.1 million**
- How many dedicated cyber insurance brokers does your company have handling client cyber risk on a day-to-day basis? **N/A**
- How many standalone cyber claims did your firm's clients file in the last 12 months? **More than 10**
- Who are your top 5 cyber insurance trading partners? **AIG, Beazley PLC, Chubb, CNA, Travelers**
- How many businesses has your company trained? **N/A**
- How frequently in a 12-month period do you test employee comprehension? **Weekly**

56 Park Street • Montclair, NJ 07042
973-744-8500
Amanda Conforti

Willis Towers Watson



Public or private: **Public**

Annual revenue: **More than \$1B**

Number of employees: **More than 1,000**

CEO: **John Haley**

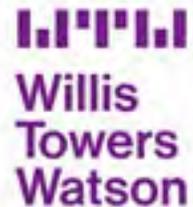
Year founded: **1828**

Number of clients: **N/A**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**



About Willis Towers Watson:

Willis Towers Watson is a leading global advisory, broking and solutions company that helps clients around the world turn risk into a path for growth. Our tailored, innovative and integrated cyber risk management solutions are designed to help businesses manage risk holistically across an enterprise, with an emphasis on people, capital and technology. As a global leader in human capital solutions, risk advisory and broking, we are well prepared to assess your cyber vulnerabilities using proprietary diagnostic tools and analytics, protect you through best-in-class solutions and radically improve your ability to successfully recover from future attacks.



Anthony Dagostino,
Global Head of Cyber Risk
Solutions

- As of September 30, 2017, approximately how much cyber premium does your brokerage handle? **N/A**
- How many dedicated cyber insurance brokers does your company have handling client cyber risk on a day-to-day basis? **55 dedicated cyber brokers**
- How many standalone cyber claims did your firm's clients file in the last 12 months? **N/A**
- Who are your top 5 cyber insurance trading partners? **AIG, Beazley PLC, Chubb, Lloyds of London, XL Catlin**
- How many insurance carriers does your company partner with? **50**
- Does your company integrate third-party data with your solutions? **Yes. Willis Towers Watson has proprietary data analytics and research solutions that help underpin many of the cyber risk solutions we deliver to clients. Additionally, we have deep partnerships with leading partners in the industry to help deliver the absolute best-in-class solutions to our clients. For these third-party solutions, we certainly integrate their data into the cutting-edge solutions we deliver to our clients.**

Wingman Insurance



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **Less than 50**

CEO: **G. Philip Feldman**

Year founded: **2008**

Number of clients: **More than 1,000**

Client industry focus: **Tech, Cyber for all industries**

Revenue range: **All**

Geographic reach: **US Regional**

About Wingman Insurance:

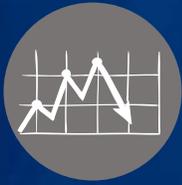


Cyber Insurance can be complicated- selling cyber insurance should be easy. With Wingman Insurance, our goal is take every pain point in the cyber insurance buying process and improve it. For our flagship cyber product- just a year old- we have built an online system to make it easier and more efficient for retail agents nationwide to quote cyber insurance for all industries. We are not a marketplace. We found the best product at the best possible price and make it available through our easy to use platform.



Ellie Feldman,
Managing Director

- As of September 30, 2017, approximately how much cyber premium does your brokerage handle? **More than \$1 million**
- How many dedicated cyber insurance brokers does your company have handling client cyber risk on a day-to-day basis? **50**
- How many standalone cyber claims did your firm's clients file in the last 12 months? **Less than 100**
- Who are your top 5 cyber insurance trading partners? **AXIS, Lloyds of London**



INSURANCE DATA & ANALYTICS

Seeks to understand breach losses; modelers

[Advisen Ltd.](#)

[AIR Worldwide](#)

[Charles Taylor Risk Services](#)

[CLS Partners, LLC](#)

[Cyber Risk Assurance Group](#)

[CyberCube Analytics](#)

[CyberWrite Inc.](#)

[FICO](#)

[Guidewire](#)

[InnoSec](#)

[John Pierce Consulting Actuary](#)

[Morris Risk Management LLC](#)

[Pro Insurance Solutions Ltd.](#)

[The Betterley Report](#)

[Verisk Analytics](#)

Advisen Ltd.



Public or private: **Private**

Annual revenue: **N/A**

Number of employees: **50 to 100**

CEO: **Bill Keogh**

Year founded: **2001**

Number of clients: **N/A**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**

About Advisen Ltd.:



Advisen is the leading provider of data, media, and technology solutions for the commercial property and casualty insurance market. Advisen's proprietary data sets and applications focus on large, specialty risks. Through Web Connectivity Ltd., Advisen provides messaging services, business consulting, and technical solutions to streamline and automate insurance transactions. Advisen connects a community of more than 200,000 professionals through daily newsletters, conferences, and webinars. The company was founded in 2000 and is headquartered in New York City, with offices in the US and the UK. Visit www.advisenltd.com to learn more.

Advisen Mission:

Leading the way to smarter and more efficient risk and insurance communities,

Advisen delivers:

the right information into
the right hands at
the right time
to power performance.



Jeffrey Cohen,
EVP of Global Business
Development, Advisen

- How many insurance carriers does your company partner with? **N/A**
- Does your company integrate third-party data with your solutions? **Yes.**

AIR Worldwide



Public or private: **Public**

Annual revenue: **\$100M to \$250M**

Number of employees: **500 to 750**

CEO: **Bill Churney**

Year founded: **1987**

Number of clients: **More than 100**

Client industry focus: **Insurance, Reinsurance, Corporate risk management, government and non-government organizations**

Revenue range: **N/A**

Geographic reach: **Global**

About AIR Worldwide:



AIR Worldwide (AIR) provides risk modeling solutions that make individuals, businesses, and society more resilient to extreme events. AIR founded the catastrophe modeling industry and today models the risk from natural catastrophes, terrorism, pandemics, casualty catastrophes, and cyberattacks, globally. Insurance, reinsurance, financial, corporate, and government clients rely on AIR's advanced science, software, and consulting services for catastrophe risk management, insurance-linked securities, site-specific engineering analyses, and agricultural risk management.

AIR has released ARC, a cyber risk modeling application for the insurance and reinsurance markets that quantifies cyber risk and informs business decisions such as pricing and risk selection, capital allocation, underwriting capacity, and risk mitigation strategies. By improving the understating of cyber risk and its impact, augmenting exposure data, and streamlining risk management workflows, ARC is helping the insurance industry grow an emerging line of business.



Scott Stransky,
Asst. VP and
Principal Scientist

- How many insurance carriers does your company partner with? **N/A**
- Does your company integrate third-party data with your solutions? **Yes, BitSight, RBS, cyber insurers and other commercial and public sources**

Charles Taylor Risk Services



Public or private: **Public**

Annual revenue: **\$100M to \$250M**

Number of employees: **More than 1,000**

CEO: **David Marock**

Year founded: **1840**

Number of clients: **N/A**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**



About Charles Taylor Risk Services:

We are an independent risk management consultancy assisting clients identify & control exposures and develop cost effective means for financing the risk exposures.



Robert Duty,
Vice President

- How many insurance carriers does your company partner with? **0**
- Does your company integrate third-party data with your solutions? **N/A**

CLS Partners, LLC



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **50 to 100**

CEO: **Daryll Martin**

Year founded: **N/A**

Number of clients: **More than 300**

Client industry focus: **Technology, financial, real estate, transportation, educational**

Revenue range: **\$10M to more than \$1B**

Geographic reach: **Global**

About CLS Partners, LLC:



We provide the same level of service and resources to middle-market companies as what is provided for Fortune 1000 companies. We do use the producer model to obtain and manage book of business.



Rick Warner,
SVP, Risk Management
Executive Risk

- How many insurance carriers does your company partner with? **More than 20**
- Does your company integrate third-party data with your solutions? **Yes, Advisen mostly on risk and several other on benefits**



CyberCube Analytics

Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **50 to 100**

CEO: **Pascal Millaire**

Year founded: **2015, incubated within Symantec Corporation**

Number of clients: **N/A**

Client industry focus: **Cyber Insurance**

Revenue range: **All**

Geographic reach: **North America, Europe**

About CyberCube Analytics:



CyberCube delivers data-drive cyber analytics built specifically for the insurance industry.

We are solely focused on solving the most difficult and important cyber risk challenges in insurance with world-class analytics. Our team is composed of multi-disciplinary experts across data science, cybersecurity, software engineering, modeling and commercial insurance. CyberCube offers a software as a service platform for cyber risk aggregation modeling and insurance underwriting.

CyberCube leverages data, expertise and threat intelligence from the world's leading cybersecurity company, Symantec, along with other best-in-class third party sources and our own proprietary analytics. CyberCube is headquartered in San Francisco, California and has been incubated within Symantec since 2015 and now operates as a standalone Symantec Ventures organization dedicated to insurers.



Dave Gillmore,
Head of Sales

- How many insurance carriers does your company partner with? **N/A**
- Does your company integrate third-party data with your solutions? **Yes, Multiple, including Symantec**



Data-Driven Cyber Risk Analytics for the Insurance Industry

- Accelerated Underwriting
- Comprehensive Risk Modeling

Learn more: cybcube.com

Connect: info@cybcube.com



Cyber Risk Assurance Group



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **Less than 50**

CEO: **Dougal Hawkes**

Year founded: **2014**

Number of clients: **N/A**

Client industry focus: **Insurance & SMEs**

Revenue range: **\$1M to \$100M**

Geographic reach: **North America, Europe, Asia, Australia/New Zealand, US Regional**

About Cyber Risk Assurance Group:

CYBER RISK ASSURANCE

We rate the cybersecurity risk resilience of organisations against industry best practice free of charge. Our focus is on the business aspects of cybersecurity which affect any business, its executives, their directors / staff and help them survive cybersecurity breaches. In addition, we collect data on businesses and how they address cybersecurity breaches.

Our distribution mechanism is via insurance brokers and cybersecurity service vendors. We charge for - cybersecurity risk resilience recommendations, cyber education / training, cyber tool templates and vendor advertising. Our objective is to become the cyber risk assurance standard endorsed by the insurance industry.



Dougal Hawkes,
CEO

- How many insurance carriers does your company partner with? **A few**
- Does your company integrate third-party data with your solutions? **Yes, N/A**
- How many businesses has your company trained? **Many via online education tool**
- How frequently in a 12-month period do you test employee comprehension? **As often as daily**
- How many products or applications does your company offer? **1 major application & many education modules / business templates**

CyberWrite Inc.



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **Less than 50**

CEO: **Nir Perry**

Year founded: **2016**

Number of clients: **5**

Client industry focus: **P&C Insurance companies and brokers dealing with Cyber Insurance**

Revenue range: **N/A**

Geographic reach: **Global, North America, Europe, Asia, South America, Africa, Australia/New Zealand, US Regional**



About CyberWrite Inc. :

CyberWrite provides a cyber insurance underwriting platform that enables insurers and broker to sell more policies while assuming less risk. Our focus is on the growing needs of SME's for cyber policies. We provide a data driven risk benchmark tailor-made for the policy and in addition a cyber monetary impact assessment. This includes data from millions of external data sources related to company's risk posture. Our simple to understand one-page report served both underwriters and customers in deciding which policy is best for them and how to set the right sub-limits for each coverage - all supported by our machine learning algorithms and intelligence gathering tools.

CyberWrite's leadership is comprised of both insurance executives and cybersecurity experts in our R&D center in Israel. The company was founded by ex-Accenture and PwC experts which vast experience in cybersecurity consulting for the insurance industry and data science.



Nir Perry,
CEO and Founder

- How many insurance carriers does your company partner with? **Multiple**
- Does your company integrate third-party data with your solutions? **Yes**

398 Kansas St. • San Francisco, CA 94103
415-937-3767
Nir Perry



Public or private: **Public**

Annual revenue: **\$750M to \$1B**

Number of employees: **More than 1,000**

CEO: **Will Lansing**

Year founded: **1956**

Number of clients: **More than 2,500**

Client industry focus: **Banking, government, and insurance**

Revenue range: **N/A**

Geographic reach: **Global**

About FICO:



Assessing the cybersecurity risk of business partners and vendors, in addition to your own network, is an integral part of any comprehensive risk management program. Executive leaders, corporate boards, and breach insurance underwriters need a trusted benchmark to help them gauge cybersecurity risk and communicate performance results in a clear and concise manner. The FICO® Enterprise Security Score provides an empirical, reliable benchmark of cybersecurity risk that may be used to understand and communicate the security posture of an organization. FICO® employs a complex assessment of network assets, applies advanced predictive algorithms, and then condenses the results down to an easy-to-interpret FICO scoring metric that effectively measures enterprise risk exposure. Organizations can use this metric to understand and track their own performance, or share it with business partners as an easy-to-understand surrogate for a more in-depth exchange of security posture details.

FICO powers decisions that help people and businesses around the world prosper. Founded in 1956 and based in Silicon Valley, the company is a pioneer in the use of predictive analytics and machine learning to make fast and smarter decisions. FICO holds more than 180 US and foreign patents on technologies that increase profitability, customer satisfaction and growth for businesses in financial services, telecommunications, health care, retail and many other industries. Learn more at www.fico.com/security-scoring.

The FICO Enterprise Security Score is available as part of two separate solutions, each supporting the needs of Chief Information Security Officers, Operational Risk executives and Insurance Underwriting/Placement and Risk Aggregation Modeling.



Doug Clare,
VP, Cybersecurity
Solutions

- How many insurance carriers does your company partner with? **Our clients also include more than 700 insurers, including nine of the top ten U.S. property and casualty insurers.**
- Does your company integrate third-party data with your solutions? **Yes**



Public or private: **Public**

Annual revenue: **\$500M to \$750M**

Number of employees: **More than 1,000**

CEO: **Marcus Ryu**

Year founded: **2001**

Number of clients: **More than 300**

Client industry focus: **Property & Casualty Insurance**

Revenue range: **N/A**

Geographic reach: **Global**

About Guidewire:



Guidewire delivers the software that Property and Casualty (P&C) insurers need to adapt and succeed in a time of rapid industry change. We combine three elements — core operations, data and analytics, and digital engagement — into a technology platform that enhances insurers' ability to engage and empower their customers and employees. More than 300 P&C insurers around the world have selected Guidewire. For more information, please visit www.guidewire.com. Follow us on twitter: @Guidewire_PandC.

Cyence Risk Analytics is a product family of Guidewire that empowers the insurance industry to understand the impact of cyber risk in the context of dollars and probabilities. Cyence Risk Analytics' unique approach combines economic/risk modeling, cybersecurity and big data analytics to create an economic cyber risk modeling platform. Cyence Risk Analytics' platform and analytics are leveraged by leaders across the insurance industry to help understand and manage cyber risk, as well as to roll out new transformative insurance products.



Arvind Parthasarathi,
Senior Vice President

- How many insurance carriers does your company partner with? **More than 300**
- Does your company integrate third-party data with your solutions? **Yes, multiple sources**



Public or private: **Public**

Annual revenue: **Less than \$25M**

Number of employees: **Less than 50**

CEO: **Ariel Evans**

Year founded: **2015**

Number of clients: **200**

Client industry focus: **Cybersecurity**

Revenue range: **\$20M to \$20B**

Geographic reach: **Global**

About InnoSec:



InnoSec quantifies cyber risk at the digital asset level (system, process, technology, & data). There are 5 offerings: Cyber Insurance, Enterprise, GDPR, M&A and Vendor. The Cyber Insurance offering demonstrates how much cyber insurance to sell based on business risk based on the following metrics: business interruption, data exfiltration, penalties and forensics and remediation costs. We provide actuarial tables based on internal objective risk metrics, good cyber steward discount programs and risk accumulation metrics. Competitors use external metrics like loss events and industry data which is not robust or real time. InnoSec uses a ROLF model to understand reputational, operational, legal and financial impacts with real time metrics that demonstrate the effectiveness of the cybersecurity programs. The Enterprise version provides dashboards, reports and actionable workflows to the board, executives, CISO, Compliance managers, auditors, vendors & remediators that allow prioritization of the remediation work based on impacts. We automate all the cybersecurity activities including risk, vulnerability, compliance, audit, project/task and budget to provide a 300% ROI. The GDPR offering is a subset of the Enterprise offering and focuses only on systems that process privacy data. The M&A offering is used for pre and post M&A cyber due diligence. The Vendor Management offering demonstrates the 3rd party risk and allows for proactive monitoring and remediation of risk down to acceptable levels. InnoSec is the winner of the EU Commission award for innovation in cyber risk. We aim to be the leader in cyber risk in the next few years.



Ariel Evans,
CEO

- How many insurance carriers does your company partner with? **2**
- Does your company integrate third-party data with your solutions? **Yes, IBM, HP, BMC, Bitsight, etc.**
- How many products or applications does your company offer? **5**
- On average, how many network security assessments/penetration tests does your company perform per client per year? **50**

John Pierce Consulting Actuary



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **Less than 50**

CEO: **John Pierce**

Year founded: **1983**

Number of clients: **25**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **North America**

About John Pierce Consulting Actuary:



We are a consulting actuarial firm established in 1983. In recent years we have focused on insurance industry Cyber data – from insurance company rate filings and insurance company financial statements. We are available to assist insurance companies in Cyber Liability product development and rate filings.



John Pierce,
President

- How many insurance carriers does your company partner with? **N/A**
- Does your company integrate third-party data with your solutions? **No**

Morris Risk Management LLC



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **Less than 50**

CEO: **Austin Morris Jr.**

Year founded: **2007**

Number of clients: **Numerous**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **US National**

About Morris Risk Management LLC:



Morris Risk Management provides a full portfolio of insurance products and services from many leading insurers in addition to advanced risk management solutions. MRM specializes in cyber insurance, technology errors and omissions insurance and multimedia insurance. MRM provides advice on cybersecurity matters and frequently participates in regional and national cyber risk and cybersecurity communities.



**Austin Morris Jr.,
President**

- How many insurance carriers does your company partner with? **Numerous**
- Does your company integrate third-party data with your solutions? **No**
- On average, how many network security assessments/penetration tests does your company perform per client per year? **N/A**
- How many businesses has your company trained? **Several**
- How frequently in a 12-month period do you test employee comprehension? **Quarterly**

Pro Insurance Solutions Ltd



Public or private: **Private**

Annual revenue: **\$25M to \$100M**

Number of employees: **500 to 750**

CEO: **Artur Niemczewski**

Year founded: **1988**

Number of clients: **130**

Client industry focus: **Insurance**

Revenue range: **N/A**

Geographic reach: **North America, Europe, South America**

About Pro Insurance Solutions Ltd:

Pro.

Pro is the trusted consultancy and service provider focused solely on the global (re)insurance industry. We deliver flexible outsourcing solutions for live and run-off business, alongside audit and operational consultancy services.

Based in financial centres around the world, every major office in London, Cologne, Zurich, New York and Buenos Aires are supported by regional delivery centres. Enabling us to provide you with a cost-efficient, round-the clock-service.



Artur Niemczewski,
CEO

- How many insurance carriers does your company partner with? **20**
- Does your company integrate third-party data with your solutions? **No**

The Betterley Report



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **Less than 50**

CEO: **Richard S. Betterley**

Year founded: **1995 (The Betterley Report)/1932 (Betterley Risk Consultants)**

Number of clients: **N/A**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**



About The Betterley Report:

The Betterley Report is the independent guide to specialty insurance products. We research and publish 2 annual studies focused on cyber insurance: Cyber/Privacy Insurance Market Survey, which reviews 30+ leading cyber insurers (June); and Cyber for Healthcare Insureds, covering 21 cyber insurers that are specifically interested in healthcare insureds (October). Each Report provides detailed information about individual insurer's: Market focus and prohibited insureds; Capacity; Coverage features; and Risk management services.

The Betterley Report also offers reports on Technology E&O, Intellectual Property and Media Liability, Private Company Management Liability, and EPLI.

For a sample copy or purchase information, please contact our publisher, IRMI, at <https://www.irmi.com/free-resources/authoritative-reports/betterley-reports> or call 800/827-4242



Rick Betterley,
President

- How many insurance carriers does your company partner with? **N/A**
- Does your company integrate third-party data with your solutions? **No**

Verisk Analytics



Public or private: **Public**

Annual revenue: **More than \$1B**

Number of employees: **More than 1,000**

CEO: **Scott Stephenson**

Year founded: **1971**

Number of clients: **More than 100**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**

About Verisk Analytics:



Verisk Analytics is a leading data analytics provider serving customers in: insurance, natural resources, financial services. We've been delivering data, analytics, and decision support services to our customers for more than 45 years.

Using advanced technologies to collect and analyze billions of records, Verisk Analytics draws on unique data assets and deep domain expertise to provide first-to-market innovations that are integrated into customer workflows.

We offer predictive analytics and decision support solutions to customers in rating, underwriting, claims, catastrophe and weather risk, global risk analytics, natural resources intelligence, economic forecasting, and many other fields.

We help customers make better decisions about risk, investments, and operations with greater precision, efficiency, and discipline. In the United States and around the world, Verisk Analytics helps customers protect people, property, and financial assets.



Stephen P. Whelan,
Director – Management
and Professional Liability
Product Development

- How many insurance carriers does your company partner with? **N/A**
- Does your company integrate third-party data with your solutions? **Yes**



PRE-BREACH CYBERSECURITY CONSULTANT

Risk management/preparation services include network assessments, penetration tests, guidance, etc.

[AsTech](#)

[Axio](#)

[Bear Hill Advisory Group](#)

[BLACKOPS Partners Corporation](#)

[Clyde & Co LLP](#)

[CyberScout](#)

[Digital Defense, Inc](#)

[Green Point Security](#)

[Innovus Consulting](#)

[Integrated Risk Management](#)

[Solutions, LLC](#)

[K2 Intelligence](#)

[Marsh Risk Consulting](#)

[onShore Security](#)

[Pondurance](#)

[RSM US LLP](#)

[Securion](#)

[TSC Advantage](#)

[Winget, Spadafora & Schwartzberg, LLP](#)



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **Less than 50**

CEO: **Greg Reber**

Year founded: **1997**

Number of clients: **100**

Client industry focus: **N/A**

Revenue range: **\$10M to \$10B**

Geographic reach: **North America**

About AsTech:



We perform in-depth security assessments of networks, web application source code and organizational/compliance security postures. We utilize best-of-breed network security (Qualys) and source code (Fortify) analysis tools, combined with senior level security engineers to find every risk in these environments.

Our mission is to assist and educate our clients in understanding and securing their infrastructure and managing risk, with the objective of guaranteed security.

Differentiator: We are the only company in the world to provide managed security services for network and web application (websites) that are guaranteed for up to \$5 million against breaches .



Greg Reber,
CEO

- On average, how many network security assessments/penetration tests does your company perform per client per year? **5**
- How many network security cases has your company worked on? **More than 50**
- How many insurance claims has your company worked on? **1**
- How many businesses has your company trained? **More than 100**
- How frequently in a 12-month period do you test employee comprehension? **With every engagement**



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **Less than 50**

CEO: **Scott Kannry**

Year founded: **2013**

Number of clients: **More than 250**

Client industry focus: **All industries with a focus on critical infrastructure**

Revenue range: **N/A**

Geographic reach: **Global**

About Axio:

Axio is a Cyber Resilience Optimization company that provides a cyber risk management platform and services to help organizations understand cyber exposure, calculate risk, and make data-driven decisions that improve their security and risk posture. Our risk program is a three-step process that includes cyber risk exposure quantification, cyber program evaluation and insurance analysis and stress testing. Our program is designed to give cybersecurity, risk leaders, executives, and board members the ability to confidently and continuously answer the three most important questions in cyber risk management:

1. What is my cyber exposure?
2. Are my cyber defense capabilities mature?
3. Do I have the financial ability to recover from a complex cyber event?

Typical cybersecurity vendors focus only on solving specific tactical security issues, while our program addresses cyber risk from a holistic business perspective. By applying Axio's risk management program, enterprises can effectively manage cyber risk by closing 'risk exposure gaps' left by a technology-only approach. The program enables businesses to quantify cyber risk and measure their cyber resiliency by determining the effectiveness and cost of their cyber risk capabilities, assessing if they are reasonable and optimal for the organization, and determining what other controls (not just technologies) need to be put in place. The team came up with a sustainable and dynamic methodology to ensure a company's investments are optimal based on current exposures.



Scott Kannry,
CEO

- On average, how many network security assessments/penetration tests does your company perform per client per year? **Our services and software approach helps clients continually manage their cybersecurity program and capabilities over time.**
- How many products or applications does your company offer? **We offer a suite of services including cyber risk management, cyber resilience optimization, exposure quantification, and insurance analysis and stress testing. Our product offerings are tailored to meet the unique needs of our clients and are supported by a proprietary technology platform that enables ongoing monitoring, management, and optimization of an organization's cyber risk.**
- How many insurance carriers does your company partner with? **1**
- Does your company integrate third-party data with your solutions? **No**

Bear Hill Advisory Group



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **Less than 50**

CEO: **Jack P. Healey**

Year founded: **2009**

Number of clients: **More than 50**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**

About Bear Hill Advisory Group:



Bear Hill Advisory Group closes ‘the gap of grief’ that exists between the Board of Directors, Management and IT operations. We develop Cybersecurity Incident Response Plans and the corresponding Cybersecurity Communication Plans for Fortune 100 companies as well as small businesses which clearly articulate the roles and responsibilities of the Board, Management and IT Security. These plans adopt NIST protocols as well as the most current thinking in cybersecurity tactics and strategies. Our plans include a Cyber Escalation Matrix which identifies the impact on an organizations’ Information, Operational, Functional, Reputation and Data Recovery in the event of a Cyber Incident. Bear Hill Advisory works with clients and CPA firms to attain the AICPA’s Cybersecurity Attestation certification.

Our Cybersecurity Plans explain who in the organization should be called upon to respond given the impact of a Cyber Incident. In many organizations’ IT Security is viewed as the primary group responsible, however, research has proven that if IT Security works the problem too long, before escalating to a broader group of business executives, the damage from the incident will be far greater. A Cybersecurity Communication Plans cover the communication strategies needed to coordinate your team, communicate your response and meet the compliance requirements associated with Cybersecurity incidents imposed by regulatory bodies. The Bear Hill Advisory Group Plans include the required Messaging Statements for breaches of PII, PHI and general information of an informational security breach.



Jack Healey
CPA, CFF, CFE – CEO

- On average, how many network security assessments/penetration tests does your company perform per client per year? **We perform these as clients need them. We partner with security firms but also have our own personnel. Last year about 30% of our clients had Security Assessments performed by us.**
- How many carrier-approved panels is your company on? **We have worked with several carriers at the request of our clients**
- How many breaches has your company worked on? **Our firm performs pre-breach services and are notified only when our clients are breached, which did not happen in 2017.**
- How many network security cases has your company worked on? **Several**
- How many Fortune 500 cases has your company worked on? **Less than 10**

BLACKOPS Partners Corporation



Public or private: **Private**

Annual revenue: **\$25M to \$100M**

Number of employees: **100 to 250**

CEO: **T. Casey Fleming**

Year founded: **2011**

Number of clients: **More than 300**

Client industry focus: **All Industries**

Revenue range: **N/A**

Geographic reach: **Global, North America, Europe, Australia/New Zealand**

About BLACKOPS Partners Corporation:



BlackOps Partners is the pre-eminent Cyber strategy and intelligence advisors to senior leadership of the world's largest organizations. Our senior advisors are a cut-above through constant-feed adversarial intelligence fused with extremely deep Cyber, Intelligence, DarkNet, experience. Other firms focus on cybersecurity products that inherently provide less than 5% effectiveness and lack the necessary adversarial intelligence for effective Cyber defense.



T. Casey Fleming,
CEO

On average, how many network security assessments/penetration tests does your company perform per client per year? **4**

How many carrier-approved panels is your company on? **Numerous**

How many breaches has your company worked on? **Numerous**

How many businesses has your company trained? **More than 300**

How frequently in a 12-month period do you test employee comprehension? **Quarterly**



Public or private: **Private**

Annual revenue: **\$25M to \$100M**

Number of employees: **More than 1,000**

CEO: **N/A**

Year founded: **1933**

Number of clients: **N/A**

Client industry focus: **Full service, international law firm operating across all sectors, known for work in the insurance sector**

Revenue range: **N/A**

Geographic reach: **Global**

About Clyde & Co LLP:

CLYDE & CO

Clyde & Co is a leading, sector-focused global law firm with 390 partners, 2000 legal professionals and 3600 staff in 50 offices and associated offices on six continents. Its core global sectors position it at the heart of global trade and commerce: insurance, trade & commodities, energy, transport and infrastructure. With a strong emerging markets focus, the firm has achieved compound average annual revenue growth of 12% over the last five years, making it one of the fastest growing law firms in the world with ambitious plans for further growth. Clyde & Co was named Transatlantic Law Firm of the Year 2017 by The American Lawyer/Legal Week. Our combination of sector expertise, commercial attitude and in-depth regional understanding provides a unique perspective.

Our pioneering heritage has created an ambitious outlook and our growth mirrors our clients across the whole spread of their operations, through this expansion, we have become experts in assisting businesses to enter, operate and grow in frontier and emerging markets. The firm has a long history of working these markets. It is the largest international firm in the Middle East, has grown from three to now ten Asia Pacific locations in the past two years and has a rapidly expanding network in The Americas.

We are pioneering global law firm with a resolute sector focus, which positions it at the heart of global trade and commerce.



Joan D'Ambrosio,
Partner

- On average, how many network security assessments/penetration tests does your company perform per client per year? **N/A**
- How many carrier-approved panels is your company on? **N/A**
- How many breaches has your company worked on? **N/A**
- How many businesses has your company trained? **N/A**
- How frequently in a 12-month period do you test employee comprehension? **N/A**



Public or private: **Private**

Annual revenue: **\$25M to \$100M**

Number of employees: **100 to 250**

CEO: **Matt Cullina**

Year founded: **2003**

Number of clients: **500**

Client industry focus: **Insurance, Benefits, Financial Services**

Revenue range: **\$3M to \$5B**

Geographic reach: **Global**

About CyberScout:



Since 2003, CyberScout has been leading the charge against hackers, thieves and even simple human error. We provide unrivaled solutions that deliver valuable prevention education, proactive protection services and swift and appropriate incident remediation for more than 17.5 million households and more than 770,000 businesses.

Our services are provided through more than 660 client partners that include 16 of the top 20 U.S. property and casualty insurance carriers, six of the top seven Canadian insurers, major credit unions, banks and numerous Fortune 500 companies.



Eric Hodge,
Director

On average, how many network security assessments/penetration tests does your company perform per client per year? **100**

How many network security cases has your company worked on? **More than 5,000**

How many records were involved in your company's largest case? **20,000**

Digital Defense, Inc



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **50 to 100**

CEO: **Larry Hurtado**

Year founded: **1999**

Number of clients: **More than 2,000**

Client industry focus: **Banks, credit unions, education, government, healthcare, insurance, legal, manufacturing, retail, tech & telecom, utilities**

Revenue range: **All**

Geographic reach: **Global**

About Digital Defence, Inc:



When accuracy in vulnerability management matters, organizations choose Digital Defense, Inc. (DDI). As a global provider of managed and self-managed security risk assessment solutions, Digital Defense's most popular offerings, vulnerability management and penetration testing, are based on our proprietary service delivery platform called Frontline Vulnerability Manager™. Leveraging our patented technology, Frontline provides a unique underpinning to our solutions that produce higher quality security assessment results for our clients. The greater precision of our solutions saves Digital Defense's clients time and money by reducing false positive conditions. By utilizing our Security GPA® scoring mechanism to calculate the riskweighted security posture of systems and networks, our clients can effectively communicate the more accurate solution results to C-levels, board members, and insurance companies. Through system integrations between Frontline and other security mechanisms (e.g. SIEM platforms), the greater accuracy will also improve the overall performance of client security ecosystems.

When assistance with vulnerability management matters, organizations also choose Digital Defense. Not only has Digital Defense developed Frontline, but we have also built-up a powerful support organization comprised of well credentialed security analysts and uber-responsive client advocates. We believe it takes the combination of a proprietary system such as Frontline and a support team like we have established at Digital Defense to truly deliver Vulnerability Management as a Service (VMaaS™). With a customer satisfaction rating above 99% and a current Net Promoter Score of 72, our VMaaS model works.

Digital Defense has received numerous industry recognitions including a top 25 ranking (#16) in Cybersecurity Ventures' listing of the World's 500 Hottest Cybersecurity Companies.



Larry Hurtado,
CEO

- On average, how many network security assessments/penetration tests does your company perform per client per year? **More than 100,000**
- How many products or applications does your company offer? **More than 15**
- How many insurance carriers does your company partner with? **N/A**
- Does your company integrate third-party data with your solutions? **Yes. Multiple integrations including ServiceNow, QRadar, RSA Archer, Brinqa, ForeScout and more**

9000 Tesoro Drive, Suite 100 • San Antonio, TX 78217
210-582-6186
Meg Grant

Green Point Security



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **Less than 50**

CEO: **Dennis M Clare**

Year founded: **2015**

Number of clients: **N/A**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Europe, US Regional**



GREENPOINT

About Green Point Security:

Green Point Security uses a custom, proprietary approach to penetration testing that helps discover dormant vulnerabilities within your organization, in a way that is less expensive and less intrusive than alternative solutions. These vulnerabilities can often be a high-risk threat to your company's operation, and could damage your reputation and lead to a significant loss of income.

Unlike "off-the-shelf" tools that can interrupt or disturb your company's operations and cause productivity losses among your employees and block access to your company's services until penetration testing is complete, our proprietary approach does not cause downtime in your computer systems and will not interrupt your operations.

Green Point Security's penetration testing examines all aspects of your network, from your infrastructure to your online social media presence, including your employees' social media usage. The increased use in social media, particularly at work, has placed many companies in situations in which they can be easily compromised.

In addition to penetration testing, Green Point Security collaborates with clients to reduce security risks and become less vulnerable. We'll educate your employees to help them become security conscious. We'll help you create security awareness and reward culture so your employees will be better able to recognize and interpret potential cyber-criminal activity. As a result, your employees can grow to become one of your most important security assets.

Our goal is to provide a personalized approach to your security needs to enable your organization to operate without worry of compromise.



Dennis Clare,
CEO and Co-Founder

- On average, how many network security assessments/penetration tests does your company perform per client per year? **2**

Innovus Consulting



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **Less than 50**

CEO: **Claudio Querol**

Year founded: **2015**

Number of clients: **Many**

Client industry focus: **Cities, Financial, manufacturing**

Revenue range: **More than \$50M**

Geographic reach: **North America, Europe, South America**

About Innovus Consulting:

Innovus Consulting Services is a provider of digitization services, we enable companies to accelerate their digital journey. Our three lines of business are cybersecurity, Digital Transformation and Learning. We are a Cisco Business Learning Partner, a FICO Enterprise Security partner and have a proven methodology to create Smart Cities, solution road maps and Partner Ecosystem development. We focus on outcome based results for our clients with experts in each domain.



Lou Cirillo,
Sr. Partner

On average, how many network security assessments/penetration tests does your company perform per client per year? **10**

How many insurance carriers does your company partner with? **5**

Does your company integrate third-party data with your solutions? **Yes, FICO**

How many businesses has your company trained? **Dozens**

How frequently in a 12-month period do you test employee comprehension? **N/A**



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **Less than 50**

CEO: **Jim Blair**

Year founded: **2002**

Number of clients: **10**

Client industry focus: **Enterprise-wide Risk Management Consulting**

Revenue range: **More than \$10M**

Geographic reach: **Global**

Integrated Risk Management Solutions, LLC



About Integrated Risk Management Solutions, LLC

Advice to Board Directors and E-Suite leaders on Risk Management Governance processes. The programs establish regular (90-day interval) Risk Governance Executive level evaluation of material impacting operational risks, prioritizes mitigation initiatives and oversees results. The result is an “all eyes on” anticipatory approach to managing organizational risks. The result is positive ROI and distinguishing performance for the enterprise.



James E. Blair,
President & CEO

- On average, how many network security assessments/penetration tests does your company perform per client per year? **2 per year**
- What media has your company worked with? **All forms**
- How many network security cases has your company worked on? **10**
- How many Fortune 500 cases has your company worked on? **3**
- How many businesses has your company trained? **10**
- How frequently in a 12-month period do you test employee comprehension? **Annually**

K2 Intelligence



Public or private: **Private**

Annual revenue: **\$25M to \$100M**

Number of employees: **250 to 500**

CEO: **Jeremy Kroll**

Year founded: **2009**

Number of clients: **More than 200 at any given time**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**

About K2 Intelligence:



K2 Intelligence delivers cyber defense services by our own consultants and through our exclusive partnership with BlueVoyant. Our end-to-end cybersecurity services and solutions are customized to meet the distinctive needs of each business, individual and situation. Keeping up with cyber threats is complex. Our approach to cyber defense is straightforward: Assess. Respond. Defend. We help you assess cyber risk, respond to cyber threats with actionable cyber investigations and remediation, and defend your business through managed detection and response (MDR). Our unique approach leverages the most effective combination of knowledgeable cybersecurity advisors, proven detection methods and processes, and innovative, best-of-breed technologies to detect, assess, and quickly respond to advanced cyber threats. This forward-thinking, aggressive approach to cyber defense helps businesses change their mindset to proactively manage and mitigate cyber risk, improve security posture, and prepare for the future.

K2 Intelligence's Private Client Services practice also focuses on high-profile and high-net-worth individuals and their families, family offices, and their advisors, manage risk across the threat spectrum, navigating critical situations including physical, cyber, and travel security matters. In addition to responsive assignments, the Private Client Services team works proactively with clients to identify vulnerabilities and raise defenses in order to avoid incidents in the first place.



Jeremy Kroll,
President, CEO and
Co-Founder

- On average, how many network security assessments/penetration tests does your company perform per client per year? **2**
- How many network security cases has your company worked on? **100**
- How many insurance claims has your company worked on? **100**
- How many businesses has your company trained? **6**
- How frequently in a 12-month period do you test employee comprehension? **Daily**

Marsh Risk Consulting



Public or private: **Public**

Annual revenue: **More than \$1B**

Number of employees: **More than 1,000**

CEO: **John Doyle**

Year founded: **1871**

Number of clients: **N/A**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global, North America, Europe, Asia, South America, Africa, Australia/New Zealand, US Regional**

About Marsh Risk Consulting: **MARSH RISK CONSULTING**

Marsh Risk Consulting (MRC) provides strategic advice and innovative solutions that help organizations worldwide understand the likelihood and impact of diverse risks on their operational performance, monitor and manage risk effectively, reduce the cost of risk and improve economic outcomes, and achieve their business objectives. Our consulting organization consists of more than 800 issue- and industry-specific experts based in over 40 countries globally.

MRC's Cybersecurity Consulting and Advisory Services Practice is composed of experienced and credentialed cybersecurity consultants with cyber expertise across many industries. Our forensic accounting, claims, and strategic risk consultants work alongside this experienced team to provide a full range of pre- and post-event cybersecurity risk management services.

Our services span strategy and policy, organization and management, controls, operations, business interruption loss analyses, and loss recovery. Our primary consulting platforms include:

- Enterprise Cybersecurity Program Development.
- Cybersecurity Risk Assessment and Quantification.
- Cybersecurity Risk Management Support Services.
- Third-Party Cybersecurity Risk Monitoring.
- Cybersecurity Operational Capability Improvements.

Many of these offerings include elements of training, such as senior leadership cybersecurity awareness sessions, workshops on technical topics, and realistic, scenario-based, facilitated tabletop exercises that help validate plans and test decision making.

The analyses that we provide also support insurance and risk management spending decisions ahead of a cyber event. Following an incident, our experts can assist with identifying all relevant costs to be accounted for, prepare your claim for insurers or against third parties, and advocate on your behalf. Learn more about us on www.marshriskconsulting.com.



Tom Fuhrman,
Managing Director,
Cybersecurity Consulting
and Advisory Services

On average, how many network security assessments/penetration tests does your company perform per client per year? **Approx. 50 per year based on the NIST Cybersecurity Framework. Our assessments include areas found in the Center for Internet Security (CIS) Critical Cybersecurity Controls, ISO 27001/27002, NIST Special Publication 800-30 Guide for Risk Assessments, and MRC/Marsh-developed areas such as Third Party Vendor Management.**

How many network security cases has your company worked on? **In excess of 20 network security and tailored cybersecurity engagements annually.**

How many insurance claims has your company worked on? **Hundreds, with our robust Forensic Accounting and Claims Services (FACS) team. MRC's Cybersecurity Consulting and Advisory Practice and the FACS Practice partner to assist with documenting the timeline of events, decisions related to the event, and all claims costs; and providing the documentation to defend a cyber insurance claim.**

How many businesses has your company trained? **We host about 10 training events per year. Examples of our training include: Board of Director/Sr. Leader Cybersecurity Seminar; Cybersecurity Risk Oversight: What Leaders Need to Know; and Cybersecurity Tabletop Exercise Program Development.**

How frequently in a 12-month period do you test employee comprehension? **N/A**



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **Less than 50**

CEO: **Stelios Valavanis**

Year founded: **1991**

Number of clients: **150**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **North America**

About onShore Security:



Since its founding in 1991, onShore Security has worked 24/7 to enable businesses to use technology to create, cooperate, and compete. onShore's philosophy, the belief that security gives us freedom to grow and that cybercrime diminishes the experience and safety of all users, is why we developed the Panoptic Cyberdefense SOC. The core of this defense is our live-monitoring team, collecting logs from your systems, IDS on your site, cloud-placed sensors, netflow collectors, firewalls, network devices including encrypted payloads, and then correlating this data to achieve an end-to-end security view. onShore specializes in banks, handling international financial institutions.



Stelios Valavanis,
CEO

- On average, how many network security assessments/penetration tests does your company perform per client per year? **24**
- How many network security cases has your company worked on? **More than 100**
- How many records were involved in your company's largest case? **15-20 record sets**

Pondurance



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **Less than 50**

CEO: **Ron Pelletier**

Year founded: **2008**

Number of clients: **More than 60**

Client industry focus: **Healthcare, Tech, Manufacturing, Retail, Financial, Utilities, Education**

Revenue range: **N/A**

Geographic reach: **North America**

About Pondurance:



Founded in 2008 and headquartered in Indianapolis, Indiana, the company takes a pragmatic, scalable approach, bringing sanity to the security process. From technical and governance advising to proactive threat hunting, log monitoring, and endpoint protection, Pondurance empowers companies to manage reputational, financial, and regulatory risk. By providing expert consulting and cost-effective managed services, we have helped over 200 companies in North America and Europe better protect critical assets, reduce risk and compliance exposure, and improve their security postures.

Specialties:

Threat Hunting and Response, Information/Cybersecurity, Business Continuity/Disaster Recovery, Compliance, Digital Forensics, PCI DSS, HIPAA, HITRUST, Penetration Testing, Application Security Testing, Vulnerability Management, Cyber Intrusion, Malware Analysis



Ron Pelletier,
Founding Partner

- On average, how many network security assessments/penetration tests does your company perform per client per year? **1 to 4, per client, per year**
- How many network security cases has your company worked on? **More than 700 in 2017**
- How many insurance claims has your company worked on? **5**
- How many businesses has your company trained? **10 to 15**
- How frequently in a 12-month period do you test employee comprehension? **N/A**

500 N Meridian, Suite 500 • Indianapolis, IN 46204
317-663-8694
Tiffany



Public or private: **Private**

Annual revenue: **Less than \$1B**

Number of employees: **Less than 1,000**

CEO: **Joe Adams (US), Jean Stephens (Global)**

Year founded: **1926**

Number of clients: **More than 100,000 clients across all service lines (Audit, Tax and Consulting) in the US.**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global, US Regional**

About RSM US LLP:



RSM US LLP is the leading provider of audit, tax and consulting services focused on the middle market, with 9,000 people in 86 offices nationwide. It is a licensed CPA firm and the U.S. member of RSM International, a global network of independent audit, tax and consulting firms with more than 38,300 people in over 120 countries. RSM uses its deep understanding of the needs and aspirations of clients to help them succeed.

RSM's experienced security and privacy advisers provide a wide range of solutions to help clients identify and mitigate risks. We are not just experienced in delivering specific solutions within specific industries, but create pragmatic, realistic solutions for a diverse group of clients across all aspects of security. Competitors are often experienced doing a few specific things for clients within specific industries. RSM has expertise across a wide range of industries and understands their regulatory compliance and security needs. We offer full security and compliance services including Payment Card Industry (PCI) services, HIPAA/HITECH/HITRUST, NERC/CIP, ISO, NIST, and many others.

We are well known for recommending and implementing practical and realistic solutions appropriate to client size and industry. RSM has deep experience in assessing against, and building, a variety of security governance standards and frameworks with deep specialties in retailers, healthcare and finance.

Our reputation is that we have the benefits of working with a boutique firm (highly technical skill sets) that also has the benefits of a "Big Four" firm (business risk focus, global footprint).



Daimon Geopfert,
Principal, National Leader
of Security, Privacy and
Risk

On average, how many network security assessments/penetration tests does your company perform per client per year? **Hundreds of security assessments per year including Network/OS penetration testing, web application penetration testing, mobile application penetration testing, PCI ASVs, social engineering (web, email, in person, phone, etc.), source code reviews, and other types of deep technical analysis.**

How many network security cases has your company worked on? **Hundreds of cybersecurity incidents in the past two years, in addition to wide ranging eDiscovery and internal fraud investigations.**

How many insurance claims has your company worked on? **Several insurance panels and regularly executes on 10 to 20 insurance claim cases per month.**

Securion



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **Less than 50**

CEO: **John Haleas**

Year founded: **2014**

Number of clients: **More than 20**

Client industry focus: **N/A**

Revenue range: **More than \$50M**

Geographic reach: **US Regional**



About Securion:

Securion is an expert information security consulting company. As experts at enterprise-level information security, we create innovative solutions to the most demanding, complex security challenges facing companies today.

We believe security should be an integral part of every business—in every industry. With decades of experience and a team of world-class security consultants, we've designed, implemented, and supported some of the largest, most critical security infrastructures in the world. This experience enables us to offer clients the expertise, resources, and knowledge of a full-service information security consultancy.

To tackle this level of complexity, Securion consultants work to understand, collaborate on, and solve a company's information security needs. Our comprehensive approach factors in the business's strategic goals, business processes, governance and compliance regulations, and current technology assets. Our world-class consultants deliver dynamic, customized, complete solutions—ultimately building highly trusting client relationships and creating peace of mind.

Because we're not a value-added reseller (VAR) or managed services provider (MSP), we don't make profit from selling products to our clients. As a vendor-neutral consulting firm, we find the best solution for each client, often built on existing security investments. When it comes to threats to information security, it's not a matter of if—it's a matter of when. Securion consultants bring world-class expertise and total commitment to every client engagement, keeping clients one step ahead of any threat. What we deliver is peace of mind.



John Haleas,
Partner

- On average, how many network security assessments/penetration tests does your company perform per client per year? **6**
- How many network security cases has your company worked on? **More than 20**
- How many insurance claims has your company worked on? **N/A**

TSC Advantage



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **50 to 100**

CEO: **Sean Doherty**

Year founded: **2006**

Number of clients: **150**

Client industry focus: **N/A**

Revenue range: **>\$50M**

Geographic reach: **Global, North America, Europe**

About TSC Advantage:



TSC Advantage has been protecting the intellectual assets and sensitive information of the federal government and private sector for more than 10 years, through our proactive and all-encompassing approach to enterprise risk and cybersecurity. We provide a wide range of services to support the risk, compliance, and information security needs of our customers. Our security experts assess business risk, provide prioritized recommendations, craft security and governance programs, and conduct remediation and managed services tailored to business needs. We have developed an innovative methodology that examines six domains across an organization to reveal security vulnerabilities and provide objective recommendations to optimize security investments, because we believe that examining IT risks in isolation from other proven threat vectors provides a false sense of safety. TSC Advantage is unrivaled as the preferred provider of cybersecurity risk assessments on behalf of Lloyd's of London underwriters, who feel confident in the thoroughness and objectivity of our approach. Beyond this, we are also the trusted advisor of Fortune 500 businesses, U.S. critical infrastructure, healthcare providers, and innovative start-ups. Our team's blend of U.S. Intelligence, national security, military, IT security, and traditional business backgrounds give us leading-edge insights into emerging threats and forthcoming regulations, plus the expertise to provide practical solutions tailored to customers' exact needs.



Will Durkee,
Director of Security
Solutions

- On average, how many network security assessments/penetration tests does your company perform per client per year? **10**
- How many insurance carriers does your company partner with? **15**
- Does your company integrate third-party data with your solutions? **Yes, Tenable, Qualys, and FICO**
- How many businesses has your company trained? **15**
- How frequently in a 12-month period do you test employee comprehension? **Monthly**

Winget, Spadafora & Schwartzberg, LLP



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **50 to 100**

CEO: **Luigi Spadafora**

Year founded: **1993**

Number of clients: **More than 1,000**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **US Regional**

About Winget, Spadafora & Schwartzberg, LLP:



Winget, Spadafora & Schwartzberg, LLP's focus today is not solely on post – incident response, but rather on the steps an enterprise takes before an incident occurs. Initially we assisted clients in meeting the National Institute of Standards and Technology Framework (“NIST Standards”) and more recently New York State’s Department of Financial Services’ Cybersecurity Regulation (commonly known as “Part 500”) that went into effect March, 2017.

We have closely guided our clients to Get in Cyber Shape. This has given our clients freedom to explore options, budget appropriately and to have its efforts protected as much as possible by the attorney/client privilege. Our attorneys are intimately familiar with NIST and Part 500 and routinely assist clients in creating an Incident Response Plan; working with insurance carriers to create an incident response team made up of forensics, public relations and credit monitoring. We also conduct table top exercises to allow a company to walk through its incident response plan before an incident occurs to help identify and resolve response gaps.

We have 9 offices nationwide and pride ourselves on maintaining a strong relationship with our clients through our counseling and litigation services.



Dianna D. McCarthy,
Partner

- On average, how many network security assessments/penetration tests does your company perform per client per year? **More than 5**
- How many carrier-approved panels is your company on? **More than 15**
- How many breaches has your company worked on? **More than 30**
- How many network security cases has your company worked on? **More than 15**
- How many records were involved in your company’s largest case? **More than 20,000**

45 Broadway, 19th Floor • New York, NY 10006
212-221-6900
Dianna D. McCarthy



CYBERSECURITY SOFTWARE PROVIDER

Offers security prevention platforms with firewalls, monitoring, scanners, auditing, etc.

[Bay Dynamics](#)

[BitSight Technologies](#)

[CipherCloud](#)

[Cisco](#)

[Cyber adAPT](#)

[CyberGRX](#)

[Cybernance Corporation](#)

[Cybertrust](#)

[Cylance, Inc.](#)

[DarkTrace](#)

[Duo Security](#)

[FireEye, Inc.](#)

[GamaSec](#)

[Global Data Sentinel, Inc.](#)

[INC Technologies, Inc.](#)

[Keeper Security](#)

Bay Dynamics



Public or private: **Private**

Annual revenue: **N/A**

Number of employees: **50 to 100**

CEO: **Feris Rifai**

Year founded: **2001**

Number of clients: **Our software is in hundreds of enterprises globally**

Client industry focus: **Enterprises and Government Agencies**

Revenue range: **N/A**

Geographic reach: **Global**

About Bay Dynamics:



Bay Dynamics® enables organizations to quantify the business impact of cyber risk from both insider and outsider attacks. Using user and entity behavior analytics technology and dynamic telemetry from security and IT infrastructure, our Risk Fabric® cyber analytics platform calculates the value at risk associated with specific threats and vulnerabilities, and prescribes prioritized actions across the organization to reduce the risks that matter most.



Feris Rifai,
Co-Founder and CEO

- How many products or applications does your company offer? **One**

BitSight Technologies



Public or private: **Private**

Annual revenue: **\$25M to \$100M**

Number of employees: **250 to 500**

CEO: **Tom Turner**

Year founded: **2011**

Number of clients: **More than 800**

Client industry focus: **All**

Revenue range: **N/A**

Geographic reach: **Global**

About BitSight Technologies:



BitSight for Insurance enables carriers to seamlessly identify and measure cyber risk associated with underwriting insurance for companies. This automated service analyzes, rates, and monitors security performance, all from outside the company. Policyholders do not need to provide any information and there is no intrusive testing involved. With daily, data-driven ratings of a company's performance delivered through an easy to use web-based platform, insurers can effectively measure the security posture of a current policyholder or applicant. Unlike subjective questionnaires and self-assessments, BitSight provides an easy to understand rating along with a comprehensive report, including 12 months of historical data and comparisons with industry benchmarks.

BitSight is an essential tool in the Insurance industry in four major areas: underwriting, pricing, portfolio management, and loss control.

BitSight transforms how companies manage information security risk with objective, verifiable and actionable Security Ratings. Founded in 2011, the company built its Security Ratings Platform to continuously analyze vast amounts of external data on security issues. Seven of the largest 10 cyber insurers, 100 Fortune 500 companies, and 3 of the top 5 investment banks rely on BitSight to manage cyber risks.



Tom Turner, CEO

- How many products or applications does your company offer? **3 main products and more than 10 use cases**
- Does your company integrate third-party data with your solutions? **Yes, more than 120 different data sources are leveraged.**

CipherCloud



Public or private: **Private**

Annual revenue: **\$25M to \$100M**

Number of employees: **250 to 500**

CEO: **Pravin Kothari**

Year founded: **2010**

Number of clients: **More than 200**

Client industry focus: **All**

Revenue range: **All**

Geographic reach: **Global**

About CipherCloud:



CipherCloud, the leader in cloud information protection, enables enterprises across the globe to adopt SaaS, PaaS, and IaaS cloud services with confidence. As the industry's first CASB and the first Cloud Encryption Gateway, the CipherCloud enterprise-grade platform provides cloud visibility, cloud encryption & tokenization, fine-grained cloud policy controls, cloud threat protection, and regulatory compliance. Banking, financial services, insurance, healthcare, hi-tech, energy, manufacturing, telco, retail, education, and government organizations across more than 25 countries protect their sensitive cloud information with CipherCloud.

CipherCloud is named by KuppingerCole as the Overall Leader in the CASB market every single year and was named Winner of the Cloud Security Product of the Year by SC Magazine. CipherCloud is backed by Andreessen Horowitz, Transamerica Ventures, Delta Partners and T-Venture, the venture capital arm of Deutsche Telekom.

For more information, visit ciphercloud.com and follow us on Twitter [@ciphercloud](https://twitter.com/ciphercloud).



Pravin Kothari,
CEO

- How many products or applications does your company offer? **More than 10**



Public or private: **Public**

Annual revenue: **More than \$1B**

Number of employees: **More than 1,000**

CEO: **Chuck Robbins**

Year founded: **1984**

Number of clients: **More than 1,000**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**

About Cisco:



Cisco offers a security portfolio integrated across the network, endpoint, cloud, internet and email for a more effective security posture that sees a threat once and protects against it everywhere. Cisco uniquely calls on unmatched security intelligence to block more threats, best of breed products for key vectors, the sharing of key security data between products, openness with other security and network technologies and can leverage network investments to further strengthen security postures. With an architectural approach to security, we keep organizations safer, enable faster responses to advanced threats and deliver automation for a force multiplier effect, taking the burden off of IT, letting resources go farther.

Our portfolio includes professional and technical services to help you get the most from your cybersecurity program and technology investments. Our Security Services experts in cybersecurity, risk management, and technical innovation help you meet your business and security objectives. Our incident responders will help you discover, prepare for, manage, and recover from data breaches and network attacks. Our experienced consultants will help you identify and correct security gaps, ineffective processes, and poorly designed technology security controls. And, by reducing complexity, you'll improve your ability to adapt to changing business priorities.



Sean Mason,
Director, Incident
Response

- How many products or applications does your company offer? **Portfolio spans products (Switching; Next-Generation Network (NGN) routing; collaboration; data center; wireless; security; Service Provider video and more) and Services (Technical and Advanced Services). Security Services include Advisory (strategy, risk and compliance, incident response, vulnerability management), Implementation and Managed security services**
- On average, how many network security assessments/penetration tests does your company perform per client per year? **More than 200**
- How many network security cases has your company worked on? **More than 100**
- How many insurance claims has your company worked on? **N/A**

Cyber adAPT



Public or private: **Private**

Annual revenue: **N/A**

Number of employees: **Less than 50**

CEO: **Kirsten Bay**

Year founded: **2015**

Number of clients: **N/A**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**

About Cyber adAPT:



Cyber adAPT is excited to partner with industry thought leaders to secure their internal business operations, 3rd party product solutions, and provide support to external customer environments in both the SMB and small enterprise markets. We offer a brief pilot to provide you immediate improvement in documentable regulation compliance, threat visibility and business risk reduction across your corporate network.

Together we can extend tiered solutions and cybersecurity consulting services to your customers. These services will provide additional revenue streams to compliment your traditional product sales. Cyber adAPT can also proactively protect customer environments providing mobile security with the only solution that encrypts all mobile network traffic and finds attack-indicators in traffic packets before they can do harm. This eliminates Man in the Middle (MitM) attacks on remote mobile users and is critical to businesses that utilize mobile platforms and remote work environments.

By partnering with Cyber adAPT, our threat-centric detection solution, threat intelligence and applied research provide excellent competitive differentiation for your business. Cyber threat intelligence updates as a service will generate consulting revenues, while providing customers with evidence of leading edge security policy practices to protect their business operations. This underscores their fiduciary responsibilities to protect critical data, and is a selling point.



Kirsten Bay,
Chairman,
President and CEO

How many products or applications does your company offer? **5**

How many insurance carriers does your company partner with? **N/A**

Does your company integrate third-party data with your solutions? **No**

How many network security cases has your company worked on? **N/A**

How many insurance claims has your company worked on? **N/A**



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **50 to 100**

CEO: **Fred Kneip**

Year founded: **2015**

Number of clients: **260**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**



cyberGRX

About CyberGRX:

CyberGRX brings efficiency, scalability and accuracy to third-party programs across the globe.

Working with industry leaders like Aetna, ADP, Blackstone, Mass Mutual and others, we developed the market's first global cyber risk exchange. The CyberGRX Exchange is a central hub where enterprises and third parties can easily access, order and share dynamic, risk-based assessments. CyberGRX assessments are provided in three tiers, covering low to high risk third parties and include a corresponding level of validation. And since they are shared in a SaaS format, they are always up-to-date, reflecting mitigation efforts as well as changes in threat levels.

The CyberGRX Exchange, coupled with our risk assessments as-a-service (RAaaS), help enterprises cover more of their critical third parties, while helping both third parties and enterprises execute third-party risk assessments faster and more cost-effectively.



Fred Kneip,
CEO

How many products or applications does your company offer? **5 = The CyberGRX Exchange + 4 tiers of assessments**

On average, how many network security assessments/penetration tests does your company perform per client per year? **800**

Cybernance Corporation



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **Less than 50**

CEO: **Mike Shultz**

Year founded: **2015**

Number of clients: **25**

Client industry focus: **Financial Services, Government, Insurance, Healthcare, Utilities, Consumer**

Revenue range: **N/A**

Geographic reach: **North America**

About Cybernance Corporation:



CYBERNANCE
First In Cybergovernance

Cybernance is the cyber risk governance platform that regulated industries, public companies, and government agencies rely on to effectively oversee and manage cyber risk. Based on the NIST Cybersecurity Framework, the Cybernance Platform is an internal control system that provides deep visibility into the people, processes, and policies within an entire organization so business and agency leaders can easily mitigate and document all cyber risks. With Cybernance, departments work seamlessly together in an online platform that provides company-wide risk reporting through dashboards and a proprietary risk scoring system that gives executives and board members peace of mind and third party liability protection in the event of cyber terrorist activity. In May 2017, Cybernance received the SAFETY Act designation from the Department of Homeland Security, which provides customers the highest form of risk and liability protection from third-party action in the event of a cyber-criminal data breach. Visit www.cybernance.com for more information, and follow Cybernance on [Twitter](#) and [LinkedIn](#).



Mike Schultz,
CEO

- How many products or applications does your company offer? **Unified assessment, monitoring, and analytics platform**



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **50 to 100**

CEO: **Jose Lagos**

Year founded: **2016**

Number of clients: **30**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **South America**

About CyberTrust:



Our mission – Inspire confidence in our people, our customers and in the markets.

Our vision – We want to be recognized as a vanguard company, innovative and that generates knowledge to the market, either for our services or the academic way.

Our commitment – Establish long-term relationships with our people and our customers. Be sincere, honest and coherent in everything we do, personally and professionally. Promote, not only the delivery of professional services, but also continuous education for the development of people.

Cybertrust is a company focused on cybersecurity consultancy services, from the strategy of cybersecurity to Cyberforensic investigation, which implies definition of security frameworks, execution of ethical hacking and pen testing services, Security Operation Center and SIEM services, vulnerability management, data privacy and cybercrisis management.



Jose Lagos,
CEO

- How many products or applications does your company offer? **6**
- How many network security cases has your company worked on? **8**
- How many insurance claims has your company worked on? **N/A**
- On average, how many network security assessments/penetration tests does your company perform per client per year? **50**



Public or private: **Private**

Annual revenue: **N/A**

Number of employees: **750 to 1000**

CEO: **Stuart McClure**

Year founded: **2012**

Number of clients: **More than 4,000**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**

About Cylance, Inc.:



Cylance is the first company to apply artificial intelligence, algorithmic science and machine learning to cybersecurity and improve the way companies, governments and end-users proactively solve security problems. Using a breakthrough predictive analysis process, Cylance quickly and accurately identifies what is safe and what is a threat. By coupling sophisticated machine learning and artificial intelligence with a unique understanding of a hacker's mentality, Cylance provides the technology and services to be truly predictive and preventive against advanced threats.

CylancePROTECT® delivers malware prevention powered by artificial intelligence, combined with application and script control, memory protection, and device policy enforcement to prevent successful cyberattacks. With unmatched effectiveness, ease of use, and minimal system impact, CylancePROTECT protects endpoints without increasing cost or workload.

CylancePROTECT® Home Edition protects corporate employees and their family's personal devices using artificial intelligence to detect and prevent malware while reducing the company's risk from those threats. CylanceOPTICS™ is an EDR solution that extends the threat prevention delivered by CylancePROTECT by using Artificial Intelligence to prevent security incidents. CylanceOPTICS provides true AI-Incident Prevention, root cause analysis, smart threat hunting, and automated detection and response capabilities.

Complementing our product offerings, Cylance Consulting offers a suite of services leveraging artificial intelligence to detect and quarantine threats, eliminate vulnerabilities, and ensure the environment is in a state of PREVENTION from cyber threats. The team is comprised of industry-leading experts in Incident Containment and Forensics, Red Team Services, IoT/Embedded System Security, Industrial Control Systems, ThreatZERO Services, and Training.



Stuart McClure,
CEO

- How many products or applications does your company offer? **Less than 10**
- On average, how many network security assessments/penetration tests does your company perform per client per year?? **10 to 20 per client per year, yielding 100s per year**
- How many network security cases has your company worked on? **More than 2,000**
- How many insurance claims has your company worked on? **More than 100**



Public or private: **Private**

Annual revenue: **N/A**

Number of employees: **500 to 750**

CEO: **Nicole Eagan**

Year founded: **2013**

Number of clients: **N/A**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**

About Darktrace:



Darktrace is the world's leading AI company for cyber defense. Created by mathematicians from the University of Cambridge, Darktrace takes a fundamentally different approach to cybersecurity. Based on the assumption that threats will get into corporate networks, the Enterprise Immune System uses machine learning and AI algorithms to form a dynamic and evolving understanding of 'normal' network activity. Unlike many other security companies including AI as an add-on, AI and unsupervised machine learning has been at the core of Darktrace's technology and mission from the beginning.

Darktrace can detect and autonomously respond to cyber threats at their earliest stages across diverse digital environments, including cloud and virtualized networks, IoT and industrial control systems. The technology is self-learning and requires no set-up, identifying threats in real time, including zero-days, insiders, and stealthy, silent attackers.

Darktrace has also recently partnered with AIG to deliver Darktrace's cyber risk scoring capabilities to a broader customer base. By analyzing the effectiveness of cyber tools deployed, the behavior of users and devices, and the ability for security teams to detect and react to threats Darktrace provides companies and insurers with a continually updating cyber risk score.



Nicole Eagan,
CEO

- How many products or applications does your company offer? **4**
- How many insurance carriers does your company partner with? **3**
- Does your company integrate third-party data with your solutions? **No**
- How many network security cases has your company worked on? **5,000**
- How many insurance claims has your company worked on? **N/A**

Duo Security



Public or private: **Private**

Annual revenue: **N/A**

Number of employees: **500 to 750**

CEO: **Dug Song**

Year founded: **2010**

Number of clients: **More than 10,000**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**

About Duo Security:



Duo Security protects organizations against data breach by making security easy and effective. In an industry full of network, device, and application security products, Duo designs security for people. Duo's cloud-based "Trusted Access" product suite ensures only verified users and safe devices have access to protected data and applications - anytime, anywhere.

Dubbed "The Most Loved Company in Security," Duo protects 10,000 organizations in more than 100 countries, including Altegra Health, Bolton NHS Foundation Trust, Etsy, Facebook, University of Michigan, Yelp, Zillow and more.

Duo strength lies in its ease of implementation – 75 percent of customers are up and running in less than a day compared to six to 12 months for comparable products. Duo customers realise the most upfront value with no hidden costs thanks to easy deployment, a simple subscription model, automatic updates with patch management and live support at no extra cost.

Duo latest innovation, Duo Beyond, can be deployed in less than an hour to replace your virtual private network (VPN) or network access control (NAC), protecting critical data for a fraction of the cost. Duo Beyond also gives IT administrators the ability to monitor and restrict remote access to certain applications based on whether the user has an employer-managed or unmanaged device.



Dug Song,
CEO

- How many products or applications does your company offer? **Two-Factor Authentication: Duo's flagship two-factor authentication product (2FA), Duo Mobile, strengthens access security by requiring two methods to verify your identity. Secure Single Sign-On: Duo also offers Secure Single Sign-On, letting users log in only once to securely access all of their enterprise cloud applications. Endpoint Remediation: Duo can check your users' devices for out-of-date software and missing security controls. The company's device access policies allow you to block any risky devices from accessing your data and apps.**

FireEye, Inc.



Public or private: **Public**

Annual revenue: **\$750M to \$1B**

Number of employees: **More than 1000**

CEO: **Kevin Mandia**

Year founded: **2004**

Number of clients: **6,300**

Client industry focus: **Cybersecurity Products and Services**

Revenue range: **\$750M to \$1B**

Geographic reach: **Global, North America, Europe, Asia, South America, Africa, Australia/New Zealand, US Regional**

About FireEye, Inc:



FireEye is the intelligence-led security company. Working as a seamless, scalable extension of customer security operations, FireEye offers a single platform that blends innovative security technologies, nation-state grade threat intelligence, and world-renowned Mandiant® consulting. With this approach, FireEye eliminates the complexity and burden of cyber security for organizations struggling to prepare for, prevent, and respond to cyber attacks. FireEye has over 6,300 customers across 67 countries, including more than 40 percent of the Forbes Global 2000.



Kevin Mandia,
CEO

- How many products or applications does your company offer? **More than 12**
- How many network security cases has your company worked on? **More than 1,400**
- How many insurance claims has your company worked on? **More than 350**
- On average, how many network security assessments/penetration tests does your company perform per client per year? **400 to 500**



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **Less than 50**

CEO: **Avraham Bartov**

Year founded: **2006**

Number of clients: **500**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**

About GamaSec:



GamaSec is a global provider of website security solutions for small and medium-sized businesses. The company offers a unique combination of cloud-based website vulnerability identification, web attack prevention, vulnerability remediation-as-a-service and a Data Breach Limited Warranty.

GamaSec's artificial intelligence based virtual hacker web scanner and Malware detection with a Web Application Firewall (WAF) and advanced Distributed Denial of Service (DDoS) protection arm businesses with innovative yet affordable security while its remediation capabilities and financial assurance offering provide the peace of mind and resilience every business deserves



Avi Bartov,
CEO

- How many products or applications does your company offer? **4**
- On average, how many network security assessments/penetration tests does your company perform per client per year? **1000**
- How many insurance carriers does your company partner with? **3**
- Does your company integrate third-party data with your solutions? **No**

Global Data Sentinel, Inc.



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **Less than 50**

CEO: **John-Philip Galinksi**

Year founded: **2014**

Number of clients: **More than 10**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **North America, Europe, Africa**

About Global Data Sentinel, Inc.:



**GLOBAL
DATA
SENTINEL**

Your Data. Secured. Everywhere.

Data security control platform, auditing and managing user access to an organization's data assets.

Global Data Sentinel differs from other cybersecurity solutions, as it is a shift away from the network model, entirely separating data security from network security to prevent data breaches, whether internal or from external threats such as hacking.



John-Philip Galinksi,
CEO

- How many products or applications does your company offer? **1 platform solution**
- How many products or applications does your company offer? **1**

INC Technologies, Inc.



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **Less than 50**

CEO: **Aramis Hernandez**

Year founded: **2003**

Number of clients: **250**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **North America**

About INC Technologies, Inc.:



INC Technologies was founded with the simple mission to give our clients a technical competitive edge. We provide simplified growth and expedite profitability through the wise use of technology. Our commitment to quality and the long-term partnerships we build with our clients reflect why more than 75 percent of our revenue in the past two years comes from repeat business and referral.

INC Technologies monitors, manages and supports servers, networks, workstations, communications systems, and mobile devices, as well as provides cloud services, colocation/hosting services, cabling, security systems, web development, app development and technology hardware sales.



Aramis Hernandez,
President

- How many products or applications does your company offer? **12**
- On average, how many network security assessments/penetration tests does your company perform per client per year? **35**

Keeper Security



Public or private: **Private**

Annual revenue: **\$25M to \$100M**

Number of employees: **50 to 100**

CEO: **Darren Guccione**

Year founded: **2009**

Number of clients: **18 million**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**

About Keeper Security:



Keeper Security is transforming the way businesses and individuals protect their passwords and sensitive digital assets to significantly reduce cyber theft. As the leading password manager and digital vault, Keeper helps millions of people and thousands of businesses substantially mitigate the risk of a data breach. Keeper is SOC 2 Certified and utilizes best-in-class encryption to safeguard its customers. Keeper always takes the route towards security, making it the most secure product in the business. Keeper protects industry-leading companies including Chase, Sony, Siemens, Chipotle, Philips and The University of Alabama at Birmingham. Keeper partners with global OEMs and mobile operators to preload Keeper on smartphones and tablets



Darren Guccione,
Co-Founder and CEO

- How many products or applications does your company offer? **2**
- On average, how many network security assessments/penetration tests does your company perform per client per year? **N/A**



TRAINING

Cyber risk educators of organizations to increase awareness; diagnostic tests

Cyber Risk Aware

CyberVista

Cyber Risk Aware



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **Less than 50**

CEO: **Stephen Burke**

Year founded: **2016**

Number of clients: **More than 100**

Client industry focus: **Retail, Healthcare, Financial Services, It, Legal**

Revenue range: **N/A**

Geographic reach: **Global**

About Cyber Risk Aware:



We enable companies to materially reduce cyber risks against their business such as CEO Fraud, Ransomware and data breaches as a result of human error or negligence. We provide continuous staff education and awareness content (Mock Phishing, CBT courses, Security Tips and Policy reminders) and assessment methods either on a schedule or immediately in response to detected risky user behaviour by existing defenses. All of our content across 24 security topics is designed using the latest EdTech learning science methods and is brief, enjoyable and highly engaging. We appreciate how staff are so busy and with that in mind our courses never last more than 8 minutes and videos never more than 2 minutes. Our unique real-time messaging delivers the right message to the right user at the right time providing instant learning moments for staff that rapidly lead to positive behaviour change and risk reduction. Our Phish Maestro Platform enables companies to assess how phish prone they are by choosing or creating a phishing template and delivering instant user feedback if they do happen to open an email, click on a link or an attachment. Unlike all other security companies who focus on technical firewalls, we help companies build their human firewall and build the most secure last of defense.



Stephen Burke,
Founder and CEO

- How many businesses has your company trained? **More than 100**
- How frequently in a 12-month period do you test employee comprehension? **Monthly**
- How many insurance carriers does your company partner with? **3**
- Does your company integrate third-party data with your solutions? **Yes, RMS**

CyberVista



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **Less than 50**

CEO: **Amjed Saffarini**

Year founded: **2016**

Number of clients: **N/A**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **North America**

About CyberVista:



CyberVista is a cybersecurity training and workforce development company. Our mission is to create a cyber-ready workforce through personalized training programs providing organizations with the people, knowledge and skills required to defend critical assets.

With parent Graham Holdings Company and sister company Kaplan, Inc.'s innovative education technologies and personalized approach to learning, CyberVista offers a new vision for board, executive, and workforce cybersecurity education.



Amjed Saffarini,
CEO

- How many businesses has your company trained? **N/A**
- How frequently in a 12-month period do you test employee comprehension? **We can work with companies as frequently as they wish but we're known for our board and executive cyber risk training.**



LEGAL

A law firm providing pre- and/or post-breach legal services

[Barnes and Thornburg LLP](#)

[Blackstone Law Group](#)

[BLM](#)

[Carlton Fields](#)

[Cipriani & Werner, P.C.](#)

[Dykema Gossett PLLC](#)

[Hall Render Killian Heath & Lyman](#)

[Kissel Hirsch & Wilmer LLP](#)

[Lewis Brisbois Bisgaard & Smith LLP](#)

[Locke Lord LLP](#)

[Marshall Dennekey Warner Coleman & Goggin](#)

[McDonald Hopkins, LLC](#)

[Mendes & Mount](#)

[MinterEllison](#)

[Mullen Coughlin LLC](#)

[Newmeyer & Dillon LLP](#)

[Pillsbury Winthrop Shaw Pittman](#)

[Pinsent Masons](#)

[Porzio Bromberg & Newman PC](#)

[Saul Ewing Arnstein & Lehr LLP](#)

[SmartEdgeLaw Group](#)

[Tannenbaum Helpern Syracuse & Hirschtritt LLP](#)

[Thompson Coburn LLP](#)

[Traub Lieberman Straus & Shrewsbury](#)

[Tressler LLP](#)

[Wilson, Elser, Moskowitz, Edelman & Dicker LLP](#)

[Zelle LLP](#)

Barnes & Thornburg LLP



Public or private: **Private**

Annual revenue: **\$250M to \$500M**

Number of employees: **More than 1,000**

CEO: **Bob Grand**

Year founded: **1982**

Number of clients: **Thousands**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **North America**

About Barnes & Thornburg LLP:



Because Barnes & Thornburg LLP only represents policyholders – not insurance companies – in property and casualty coverage disputes, we don't need to be shy about what we do – We advocate for business policyholders. Our job is to help businesses understand their insurance coverage and to protect their rights and interests when a coverage dispute arises. And we take that job seriously.

For more than 30 years, the attorneys of Barnes & Thornburg's Insurance Recovery & Counseling team have helped businesses navigate disputes with their insurance companies. Our clients range from Fortune 100 companies to small privately-held businesses, and the matters we handle range from complex, national counsel engagements to discrete coverage disputes. We've counseled companies on the insurance implications of business transactions. We've worked behind the scenes to help business avoid potential coverage disputes. We've helped resolve coverage disputes through negotiation, mediation, and arbitration. And we've litigated against virtually all major insurance carriers in trial and appellate courts throughout the United States.

We combine our experience with the resources of an Am Law 100, national law firm to provide quality, cost-effective representation. Our goal is simple: to find a practical, efficient, and effective solution to your company's coverage dispute.

Our team has focused on insurance for cybersecurity and privacy risks since 2008. We have litigated the scope of coverage available under cyber insurance policies and have helped clients recover millions for data privacy incidents and cyberattacks under cyber, crime, CGL, first party property, D&O, and Tech E&O insurance policies.



Scott Godes,
Partner

- How many carrier-approved panels is your company on? **N/A**
- How many breaches has your company worked on? **N/A**

1717 Pennsylvania Ave., NW • Washington DC 20006
202-289-1313
Scott Godes

Blackstone Law Group



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **Less than 50**

CEO: **Alexander Urbelis**

Year founded: **2015**

Number of clients: **More than 100**

Client industry focus: **Legal assistance, information security, threat intelligence, OSINT**

Revenue range: **N/A**

Geographic reach: **North America, Europe, Africa**

About Blackstone Law Group:

BLACKSTONE
LAW GROUP

Blackstone Law Group provides information security, compliance, and related investigative services in a legally privileged context. We are lawyers that have substantive backgrounds in information security, defense, intelligence, and compliance and are thus able to provide both legal and technical advice in a privileged context.

In addition, at BLG we have developed our proprietary methods of assessing whether an organization faces information security threats and whether attacks have been mounted in the past. Relying on its own internal data sets methodologies for collecting open source intelligence (OSINT), BLG is able to provide an accurate (and human-validated) data set indicative of critical components of an organization's information security posture.

BLG also provides a full arsenal of investigative actions in response to a breach or the threat of a breach, and information security services in response to and in compliance with constantly changing legal and regulatory requirements.



Alexander J. Urbelis,
Partner

- How many carrier-approved panels is your company on? **N/A**
- How many breaches has your company worked on? **More than 100**
- How many insurance carriers does your company partner with? **2**
- Does your company integrate third-party data with your solutions? **No**
- How many network security cases has your company worked on? **More than 500**
- How many insurance claims has your company worked on? **More than 100**

1201 Broadway, 9th Floor • New York, NY 10001
212-779-3070
Alexander J. Urbelis



Public or private: **Private**

Annual revenue: **\$100M to \$250M**

Number of employees: **Less than 1,000**

CEO: **Mike Brown, Senior Partner**

Year founded: **1997**

Number of clients: **More than 600**

Client industry focus: **Insurance**

Revenue range: **N/A**

Geographic reach: **Global, Europe, US Regional**

About BLM Law:



BLM is an insurance risk and commercial law firm, our philosophy is to deliver positive outcomes for our customers and help them make their businesses more successful. Our team of specialists in cyber risk, data protection, privacy, defamation, breach of confidence, insurance and intellectual property law has the ideal combination of skills to deal quickly and effectively with legal issues arising from cyber risk. We advise our customers on claims which arise from data loss and cyber-attacks, as well as those which result from defamation and intellectual property infringement. We also advise on cyber-related matters which involve extortion, data recovery, network interruption, privacy and regulatory issues.

BLM is one of very few firms across the UK with real experience in these complex areas of law. We have vast experience in helping customers in both the private and public sectors who deal with large amounts of sensitive information.

We work with loss adjusters, forensic IT specialists, PR consultants, credit monitoring agencies, and an international network of specialist lawyers to provide 24/7 cyber incident response services. Our services include: advice on data protection law; advice on intellectual property law; advice on defamation law; advice on civil remedies; emergency injunctions; policy coverage advice.

BLM founded Global Insurance Law Connect, a network of member firms in 10 countries that focus on insurance law. Each firm can efficiently and effectively serve its clients' global needs by offering an extensive network of local lawyers with specialist knowledge.



Tim Smith,
Partner and Head of
TMT and Cyber

- How many carrier-approved panels is your company on? **5**
- How many breaches has your company worked on? **More than 100**

Carlton Fields



Public or private: **Private**

Annual revenue: **\$100M to \$250M**

Number of employees: **500 to 750**

CEO: **Gary L. Sasso**

Year founded: **1901**

Number of clients: **More than 3,000**

Client industry focus: **Carlton Fields represents a range of businesses and other organizations from a variety of industries.**

Revenue range: **N/A**

Geographic reach: **Global**

About Carlton Fields:



Founded in 1901, Carlton Fields is a full-service law firm with offices in ten cities around the United States, serving clients on privacy and cybersecurity matters from a range of industries.

Those matters include pre-incident counseling. Our attorneys frequently work with clients to draft and revise policies, procedures, and incident response guides. Our work on these matters includes advising on applicable privacy and other regulatory obligations, as well as counseling boards of directors and management with respect to their duties.

In addition, Carlton Fields represents clients in investigating and responding to data breaches and other cybersecurity incidents. As part of this work, we oversee forensic investigations, assist clients in notifying affected individuals and regulators, and prepare for and defend claims related to such incidents. Our litigation experience in this practice includes successful defense of class action and other claims in jurisdictions around the United States.

The firm's practice also includes significant experience counseling and representing insurance companies on coverage matters. Our team includes former federal cybersecurity prosecutors and attorneys who are Certified Information Privacy Professionals (CIPP/US). The team is multi-disciplinary and brings to bear deep experience from representing clients in several industries, including health care, financial services, technology, construction, and education.



Joseph W. Swanson,
Co-Chair of Privacy and
Cybersecurity Practice



Josephine Cicchetti,
Co-Chair of Privacy and
Cybersecurity

- How many carrier-approved panels is your company on? **8**
- How many breaches has your company worked on? **More than 25**
- On average, how many network security assessments/penetration tests does your company perform per client per year? **N/A**
- How many network security cases has your company worked on? **N/A**
- How many insurance claims has your company worked on? **Hundreds**

4221 W. Boy Scout Blvd. • Tampa, FL 33607-5780
888-223-9191

Joseph W. Swanson and Josephine Cicchetti

Cipriani & Werner, P.C.



Public or private: **Private**

Annual revenue: **\$100M to \$250M**

Number of employees: **100 to 250**

CEO: **Jack Kincaid**

Year founded: **1985**

Number of clients: **More than 100,000**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global, North America, Europe, US Regional**

About Cipriani & Werner, P.C.:



Cipriani & Werner delivers an end-to-end, integrated approach to its clients' information privacy and data security needs. Our clients benefit from the team of professionals that includes experienced litigators, leaders in crisis communications, forensic IT assessment and risk mitigation, regulatory compliance and government relations. Our team provides essential information privacy and cyber defense related services including:

- Corporate preparedness and network vulnerability audits and risk assessments to improve deterrence and response capabilities;
- Breach response teams able to determine the scope of the breach and take immediate measures to contain and remediate any damage; assess and provide crisis communication strategies and comply with state and federal regulations including notification requirements; and
- Litigation and Regulatory defense



Carolyn Purwin Ryan,
Partner

- How many carrier-approved panels is your company on? **N/A**
- How many breaches has your company worked on? **N/A**
- On average, how many network security assessments/penetration tests does your company perform per client per year? **30**
- What media has your company worked with? **N/A**
- How many network security cases has your company worked on? **N/A**
- How many Fortune 500 cases has your company worked on? **N/A**

450 Sentry Parkway • Blue Bell, PA 19010
610-567-0700
Carolyn Ryan

Dykema Gossett PLLC



Public or private: **Private**

Annual revenue: **\$100M to \$250M**

Number of employees: **750 to 1,000**

CEO: **Peter M. Kellett**

Year founded: **1926**

Number of clients: **N/A**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global, North America, Europe, Asia, South America, Africa, Australia/ New Zealand**

About Dykema Gossett PLLC:



Dykema's Privacy and Data Security Practice provides a full suite of services to manage the entire life cycle of a company's data from its creation to ultimate deletion. Dykema recognizes that privacy and data security concerns will vary greatly by industry due to industry specific-regulation and activity. To address these concerns, Dykema's Privacy and Data Security Practice is organized by industry group specialty, including attorneys with deep experience in financial services and Fintech, health information privacy and security, automotive (including connected cars/autonomous vehicles), education and student privacy, international and cross border data transfers, retail mobile apps/loyalty/rewards/advertising and workplace privacy. Within each of these industries, Dykema lawyers provide a full suite of services, including consumer class action defense; cyber insurance; employee education and training; federal and state regulatory and compliance counseling; incident response and data breach litigation; international compliance and agreements; mergers, acquisitions and vendor/partner transactions; privacy C-Suite counseling (privacy program creation, privacy impact assessments, "Privacy By Design" and product development counseling).



Cinthia Granados Motley,
Director of Global Privacy

How many carrier-approved panels is your company on? **We are currently on six carrier panels and approved provider lists. In this area, we have been approved by numerous insurers to represent their policyholders in breach response and in litigation arising from cyber security incidents, both as formal panels and as approved providers.**

How many breaches has your company worked on? **Collectively our cybersecurity team has handled over 500 data security incidents, with substantial experience in incidents exceeding 50,000 records.**

On average, how many network security assessments/penetration tests does your company perform per client per year? **On average, we perform two risk assessments per client annually in this area of practice.**

How many businesses has your company trained? **Our cybersecurity team has trained over 100 companies in this area amounting to over 500 training projects per year.**

How frequently in a 12-month period do you test employee comprehension? **Bi-annually**

Hall Render Killian Heath & Lyman



Public or private: **Private**

Annual revenue: **N/A**

Number of employees: **250 to 500**

CEO: **John Ryan**

Year founded: **1967**

Number of clients: **More than 1,500**

Client industry focus: **Health Care Law**

Revenue range: **N/A**

Geographic reach: **North America**

About Hall Render Killian Heath & Lyman:



Hall Render is the nation's largest law firm focused exclusively on matters specific to the health care industry. Hall Render provides a variety of services and products to assist in compliance with the privacy, security, and breach notification regulations promulgated under HIPAA/HITECH. Members of the firm have experience assisting clients on matters including: HIPAA policy assessment and development, workforce management and training, privacy and security audits, risk assessments, breach assessment and notification and OCR and Attorney General investigation response.



Stephen Rose,
Managing Director

- How many carrier-approved panels is your company on? **5**
- How many breaches has your company worked on? **More than 1,000**
- How many network security cases has your company worked on? **More than 1,000**
- How many insurance claims has your company worked on? **More than 1,000**
- On average, how many network security assessments/penetration tests does your company perform per client per year? **More than 300**

500 N. Meridian Street, Suite 400 • Indianapolis, IN 46204
425-278-9337
Stephen D. Rose

Kissel Hirsch & Wilmer LLP



Public or private: **Public**

Annual revenue: **Less than \$25M**

Number of employees: **Less than 50**

CEO: **George Heath, Firm Administrator**

Year founded: **1998**

Number of clients: **About 100**

Client industry focus: **Insurance**

Revenue range: **N/A**

Geographic reach: **North America, Europe, US Regional**

About Kissel Hirsch & Wilmer LLP:



Kissel Hirsch & Wilmer LLP (“KHW”) was founded in 1998 by a group of experienced and well regarded insurance and reinsurance law experts in order to provide the highest level of legal services to its clientele.

KHW’s main business focus is the representation of insurance clients, including claims and coverage analysis and monitoring, policy drafting, direct defense and other services. We conduct our work economically, in partnership with our clients and to foster long-term relationships marked by strong communication and transparency.

KHW tailors its legal services to each client’s corporate philosophy and approach to commercial relationships. We strive to make a difference for our clients on each instruction and we pride ourselves on our innovative approach to the resolution of our client’s legal problems.

In the Cyber world, KHW has significant and long experience representing insurers involving a wide variety of issues presented under cyber/tech insurance policies, including handling and monitoring claims, coverage analysis, policy drafting, and dispute resolution. We partner with expert breach counsel, forensics, and other service providers to control exposures and to efficiently resolve claims. Much of our work involves the London Insurance Market. In addition, we have long experience handling media liability issues.

KHW’s main office is in Tarrytown, New York, with offices in New Jersey and New York City.



Richard Kissel,
Head of Cyber and
Tech Practice

- How many carrier-approved panels is your company on? **About 20**
- How many breaches has your company worked on? **Our role is not as breach counsel but as representative of the insurer. In this capacity, we have been involved in hundreds of breaches. in the capacity as insurer’s representative**

580 White Plains Road • Tarrytown, NY 10591
914-750-5933
Richard Kissel

Lewis Brisbois Bisgaard & Smith LLP



Public or private: **Private**

Annual revenue: **\$500M to \$750M**

Number of employees: **More than 1,000**

CEO: **Robert F. Lewis**

Year founded: **1979**

Number of clients: **Thousands**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **North America**

About Lewis Brisbois Bisgaard & Smith LLP:



The Lewis Brisbois Data Privacy & Cybersecurity Team is led by a former cyber attorney for the U.S. Department of Justice, and includes a former FBI cyber agent and several Certified Information Privacy Professionals. In addition to federal law enforcement and privacy backgrounds, members of the team have substantial experience in technology, intellectual property protection, and complex litigation. They have managed over 1000 data security events, in every business sector. The team is geographically distributed, with members in every time zone, ready to assist at any time.

In addition to fully managed breach response services, the team provides a holistic suite of data privacy and security services, including security control assessments, incident response planning, table top exercises, information security audits, data privacy and security policy development, regulatory investigation management, and defensive litigation. The team places a priority on providing resources to clients and insurance carriers, such as timely legislative and information security alerts through its Digital Insights Blog. It is also well known for publishing the Data Privacy & Cybersecurity Handbook, a compilation of cyber liability guides, data breach notification statutes, and state-mandated information security standards.

The team is backed by a full-service law firm, with the resources and capacity to assist in any size of incident at any time. Visit us at www.lewisbrisbois.com/practices/data-privacy-cyber-security.



Sean Hoar,
Chair, Data Privacy &
Cybersecurity Practice

- How many carrier-approved panels is your company on? **More than 20**
- How many breaches has your company worked on? **More than 1,000**
- On average, how many network security assessments/penetration tests does your company perform per client per year? **N/A**
- How many businesses has your company trained? **Hundreds**
- How frequently in a 12-month period do you test employee comprehension? **Based on individual client needs.**



Our lawyers understand complex technology and are devoted to customer service. We assist companies in every business sector and respond to data security incidents, from simple data theft to complex and catastrophic data compromises. Our team employs a holistic approach to data privacy and cybersecurity, offering a suite of services to help clients keep their data private and secure, providing a rapid response to any digital crisis, and delivering defensive litigation services when necessary.

The Lewis Brisbois team is available 24/7/365 and is geographically distributed across the nation to help clients protect their data, and to respond and remediate any type of data security incident.

24/7 Data Breach Response:

Tel: **844.312.3961** | Email: **breachresponse@lewisbrisbois.com**

Meet some of our Data Privacy & Cybersecurity Practice leaders:



Sean Hoar
Portland, OR

Jay Kramer
New York, NY

Lindsay Nickle
Dallas, TX

Christopher Ballod
Pittsburgh, PA

Elizabeth Dill
Philadelphia, PA



Public or private: **Private**

Annual revenue: **\$500M to \$750M**

Number of employees: **More than 1,000**

CEO: **David Taylor**

Year founded: **1891**

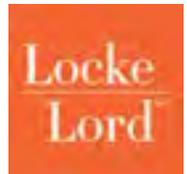
Number of clients: **N/A**

Client industry focus: **Full Service Law Firm**

Revenue range: **\$500M to \$750M**

Geographic reach: **Global**

About Locke Lord LLP:



Locke Lord offers multi-disciplinary experience to our clients in the insurance industry and their insureds in privacy and data security matters. Services include: Cybersecurity incident preparedness and response, including tabletop and other testing exercises and training programs; Cyber insurance wordings, coverage, and claims analysis and disputes (only on behalf of insurers); Advice on New York Department of Financial Services Cybersecurity Regulation and other cybersecurity compliance programs; Preparing and negotiating data security, indemnity and insurance provisions in acquisition, vendor, supplier and other third-party agreements; Litigation and class action defense; Providing risk management and education programs on cyber risk identification and mitigation for insurers and their insureds; Advice to organizations with multinational operations on GDPR and other international data protection laws, as well as on cross-border; Data flows and transfers, including in cloud computing and other information services arrangements. Our Privacy & Cybersecurity team liaises and overlaps with Locke Lord's Insurance Regulatory and Transactional group. This skilled group has strong connections with various state departments of insurance throughout the United States and provides key support to secure licenses for new or expanding insurers and approvals for forms and wordings for admitted insurers.

Our Firm is a corporate member of the International Association of Privacy Professionals (IAPP), and four of our lawyers are Certified Information Privacy Professionals (CIPP/US).



Theodore P. Augustinos,
Partner

- How many carrier-approved panels is your company on? **8**
- How many breaches has your company worked on? **More than 500**
- On average, how many network security assessments/penetration tests does your company perform per client per year? **None**

Marshall Dennehey Warner Coleman & Goggin



Public or private: **Private**

Annual revenue: **\$250M to \$500M**

Number of employees: **More than 1,000**

CEO: **G. Mark Thompson**

Year founded: **1962**

Number of clients: **More than 1,500**

Client industry focus: **Insurance**

Revenue range: **N/A**

Geographic reach: **US Regional**

About Marshall Dennehey Warner Coleman & Goggin:

**MARSHALL DENNEHEY
WARNER COLEMAN & GOGGIN**
ATTORNEYS-AT-LAW PA NJ DE OH FL NY

In the arena of privacy and data security, no one-size-fits-all response exists. At Marshall Dennehey, we partner with each client to develop a customized approach, with a focus on how decisions may impact a future defense to litigation or regulatory action. Whether it is a breach involving hundreds of individuals, or millions, we counsel clients in a way that is cost-effective, compliant with the law and protective of a company's brand.

Data breaches often involve multiple areas of a client's business. When a breach involves the theft or disclosure of trade secrets, or the violation of a company's social media policy, attorneys in our Employment Law and Technology, Media and Intellectual Property Litigation Practice Groups are available to provide critical and immediate counsel. This includes assisting clients in appropriately and effectively communicating with employees who may be suspected of involvement with the breach incident.



David Shannon,
Chair, Privacy & Data
Security Practice Group;
Chair, Intellectual
Property, Technology
& Media Litigation
Practice Group

- How many carrier-approved panels is your company on? **10**
- How many breaches has your company worked on? **More than 200**

2000 Market Street, Suite 2300 • Philadelphia, PA 19103
215-575-2600
David J. Shannon

McDonald Hopkins, LLC



Public or private: **Private**

Annual revenue: **\$25M to \$100M**

Number of employees: **100 to 250**

CEO: **Shawn Riley**

Year founded: **1930**

Number of clients: **4,800**

Client industry focus: **Wide range of industries**

Revenue range: **From small to large private and public companies**

Geographic reach: **Global**

About McDonald Hopkins, LLC:



We live data privacy 24/7. Our attorneys deal with data breaches and privacy compliance every day. For the last decade, the Data Privacy and Cybersecurity team at McDonald Hopkins has counseled clients in nearly every industry through over 2,350 data breaches and privacy incidents. When a data breach occurs, it's fast moving and there's no time to spare. We don't just practice data privacy law. Our attorneys recognize that a comprehensive approach to data privacy and cybersecurity is the most effective means to avoid a data privacy incident and is the best way to be prepared to respond to a breach if necessary. From data security planning and knowledge of regulations, creation, implementation and training on policies, to appropriate response to data security breaches, we provide effective and cost-efficient legal solutions.

Our Data Privacy and Cybersecurity attorneys have a wealth of experience advising clients on best practices for data privacy, security, storage, and disposal. Our team specializes in coaching clients through the myriad of rapidly changing state, federal, international and industry-specific privacy and breach notification laws, drafting and implementing proactive measures and employee training. Our experienced team also provides client support during investigations by state, federal and international regulators. We have significant experience in litigation prosecution (indemnification) and litigation defense (single plaintiff and class action). That experience, together with the experienced business litigators and technology law experts at McDonald Hopkins, provides for a wide range of support for our clients dealing with these issues on a daily basis.



James Giszczak,
Co-Chair, Data Privacy
and Cybersecurity

- How many carrier-approved panels is your company on? **30**
- How many breaches has your company worked on? **More than 2,350**
- On average, how many network security assessments/penetration tests does your company perform per client per year? **N/A**
- How many businesses has your company trained? **330**
- How frequently in a 12-month period do you test employee comprehension? **Bi-annually**

600 Superior Avenue, Suite 2100 • Cleveland, OH 44114
216-348-5400
James Giszczak

Mendes & Mount



Public or private: **Private**

Annual revenue: **\$25M to \$100M**

Number of employees: **100 to 250**

CEO: **Kevin G. Flynn**

Year founded: **1916**

Number of clients: **More than 1,000**

Client industry focus: **Insurance, Professional Services, Litigation**

Revenue range: **N/A**

Geographic reach: **North America**

About Mendes & Mount:



Mendes & Mount respects its traditions, while extending its legal and technological capabilities across a broader spectrum of matters than at any time in the firm's history. Communication with clients has grown more frequent and direct, and continues to be the very hallmark of our practice — sensitive to our clients' needs, we seek to constantly inform, advise and counsel on the insurance issues of the day. This trait is particularly critical when it comes to addressing cyber, data privacy and security issues.

Our lawyers have advised clients as they approach a full array of these risks, including: data/security breach incidents; notification compliance/regulatory response; privacy/consumer class action lawsuits (HIPAA/HITECH, TCPA, FCRA); vendor/provider/business associate issues; software consulting errors/omissions; payment card/merchant service agreement issues; intellectual property disputes; digital media, social media and advertising/marketing perils. We have handled matters in relation to financial institutions, healthcare entities, healthcare providers, health insurers, retailers, manufacturers, technology companies, media/publishing companies, governmental/educational institutions, vendors/consultants, agents/brokers and a variety of other professionals. We counsel clients with respect to best practices for privacy compliance and breach response preparedness. We act as coverage and monitoring counsel to cyber insurers, and provide comprehensive incident response management as well as claims and litigation management. We have also assisted our clients in drafting policy wordings to address the ever-emerging complications that their insureds now face — crisis management expenses; regulator inquiries; reputational losses; business interruption costs; intellectual property disputes; state-sponsored threats; social engineering hazards; independent contractor predicaments; customer relationship management issues; and, non-traditional business models.



Margaret Reetz,
Partner

- How many carrier-approved panels is your company on? **More than 5**
- How many breaches has your company worked on? **More than 50**



Public or private: **Private**

Annual revenue: **N/A**

Number of employees: **More than 1,000**

CEO: **Tony Harrington**

Year founded: **1827**

Number of clients: **More than 50,000**

Client industry focus: **Legal**

Revenue range: **N/A**

Geographic reach: **Europe, Asia, Australia/
New Zealand**

About MinterEllison:

MinterEllison

MinterEllison's cybersecurity practice helps government and enterprise organisations prepare for, respond to, recover from, and rebuild from, a cybersecurity breach. We work with clients to ensure they are aware of, and in compliance with, the extensive and changing Australian privacy, data use and security requirements. We are experienced in understanding the special data security circumstances and addressing the specific risks of particularly risk-prone industries, such as financial services and health care. Our established privacy team can be leveraged for other cyber practice areas, such as cyber risk audits of your organisation. We engage and deploy third-party experts to provide data recovery, forensic accounting and reputational management service. MinterEllison also provides clients with comprehensive privacy and cyber security workshops and shares insights about these issues through our blog www.minterellison.com/technology-intellectual-property-blog.



Paul Kallenbach,
Head of Cyber Law and
Data Protection

- How many carrier-approved panels is your company on? **Hundreds**
- How many breaches has your company worked on? **More than 50**

Mullen Coughlin LLC



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **Less than 50**

CEO: **John F. Mullen**

Year founded: **Team was founded in 2003**

Number of clients: **Thousands**

Client industry focus: **All industries with cyber insurance.**

Revenue range: **N/A**

Geographic reach: **Global**

About Mullen Coughlin LLC:



MULLEN
COUGHLIN

Mullen Coughlin is a law firm uniquely dedicated exclusively to representing organizations facing data privacy events, information security incidents, and the need to address these risks before a crisis hits. Our team of accessible and motivated attorneys have handled thousands of events and possess experience and talent in data breach response, regulatory investigation defense, pre-breach planning and compliance, and privacy litigation defense unmatched in the industry. Based on this experience, we have counseled hundreds of clients as they develop their incident response capabilities, data privacy and security policies and procedures, vendor contracts, risk management plans and more. We are committed to remaining “simply the best” data privacy crisis management counsel in the cyber insurance industry.



John Mullen,
Managing Partner

- How many carrier-approved panels is your company on? **74**
- How many breaches has your company worked on? **Thousands**
- On average, how many network security assessments/penetration tests does your company perform per client per year? **N/A**
- How many businesses has your company trained? **Hundreds**
- How frequently in a 12-month period do you test employee comprehension? **Bi-annually**

1275 Drummers Lane, Suite 302 • Wayne, PA 19342
 267-930-4778
 John Mullen



MULLEN COUGHLIN

Twenty-Four Dedicated Attorneys

- 2016 Advisen Cyber Industry Person of the Year – John Mullen
- 2017 Cyber Law Firm of the Year – Mullen Coughlin

www.mullen.law
1275 Drummers Lane, Ste 302
Wayne, PA 19087

INSURANCE INDUSTRY FOCUSED

Successfully handled over **1,000** cases in 2017

LEGAL SERVICES INCLUDE

- Pre-breach planning and compliance
- Breach response
- Regulatory investigation and management
- Privacy litigation defense

Partners



John Mullen

Chris Dilenno

James Prendergast

Jennifer Coughlin



Claudia McCarron

Sian Schafle

Ryan Loughlin

Ed Finn

Alexander Walker

Newmeyer & Dillion LLP



Public or private: **Private**

Annual revenue: **N/A**

Number of employees: **100 to 250**

CEO: **Jeff Dennis, Newmeyer & Dillion's Managing Partner**

Year founded: **1984**

Number of clients: **N/A**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **North America**

About Newmeyer & Dillion LLP:



Newmeyer & Dillion is a full-service firm with an active cybersecurity practice that offers calm, practiced, and common sense counseling regarding rapidly evolving cybersecurity and privacy concerns. Newmeyer & Dillion draws from its team of seasoned professionals whose outside experience includes assignments in federal and state government, federal law enforcement, military operational law, public and private corporation boards of directors (audit, governance, risk and information security committees), corporate and government compliance investigation (including sensitive and classified material breach investigations), white collar crime investigation and defense, and cybersecurity investigation at the state, federal and corporate levels.

As lawyers, our team collectively has expertise in: Insurance for cyber incidents and the full range of commercial coverages; Federal and state privacy and cybersecurity regulations; Cybersecurity as a corporate board concern across the enterprise; Representation of internet service providers and other tech enterprises in federal investigations requiring security clearances; Cyber incident defense in regulatory enforcement and class action claims; Cyber incident response management and legal counseling, including breach notification and regulator interfacing; Proactive cyber incident response planning and counseling in best practices to minimize potential exposures; Intellectual property and technology protection; Public and private company business litigation.

Newmeyer & Dillion is a founding member of the University of the California – Irvine Cyber Security Research Institute and its Cyber Practice partners serve on the institute's governing executive committee and its legal subcommittee.



Jeff Dennis,
Managing Partner

- How many carrier-approved panels is your company on? **N/A**
- How many breaches has your company worked on? **N/A**
- On average, how many network security assessments/penetration tests does your company perform per client per year? **N/A**

895 Dove Street, 5th Floor • Newport Beach, CA 92660
949-854-7000
Gia Altreche

Pillsbury Winthrop Shaw Pittman



Public or private: **Private**

Annual revenue: **\$500M to \$750M**

Number of employees: **More than 1,000**

CEO: **David Dekker**

Year founded: **1868**

Number of clients: **More than 5,000**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global, North America, Europe, Asia, US Regional**

About Pillsbury Winthrop Shaw Pittman:



Pillsbury is a leading international law firm with 700+ lawyers located around the world. The firm has been recognized as one of the Most Innovative Law Firms by Financial Times three years running, and is one of the 25 law firms most frequently recommended by general counsel according to a 2016 BTI Consulting Group survey. Our lawyers are highly regarded for their forward-thinking approaches, their enthusiasm for collaborating across disciplines and their unsurpassed commercial awareness.

Pillsbury's cross-disciplinary, multi-national Cybersecurity, Data Protection & Privacy solutions team has the unique skillset necessary to understand and properly respond to the broad spectrum of privacy and security considerations companies face today. The group consists of regulatory authorities, litigators, transactional lawyers, intellectual property counsel, seasoned government contracts practitioners and legislative strategists, all of whom work closely with clients to monitor the changing data and cyber landscapes.

Pillsbury has advised businesses ranging from privately held startup companies to publicly traded global conglomerates on all manner of data privacy issues.



Brian Finch,
Partner

- How many carrier-approved panels is your company on? **0**
- How many breaches has your company worked on? **More than 20**

Pinsent Masons LLP



Public or private: **Private**

Annual revenue: **\$500M to \$750M**

Number of employees: **More than 1,000**

CEO: **Richard Foley**

Year founded: **1831**

Number of clients: **Multiple thousands**

Client industry focus: **Law**

Revenue range: **N/A**

Geographic reach: **Global**

About Pinsent Masons LLP:



Pinsent Masons' specialist cyber team can coordinate and manage data breaches in the UK, Europe and worldwide. We are cyber specialists, with market-leading cyber expertise and a dedicated cyber team with a wealth of cyber experience, which distinguishes us from our competitors. We are focused on the cyber insurance market.

A breach may cross borders and involve several jurisdictions. It is essential that the response is joined up and coordinated, with specialist and experienced lawyers at the centre for the purposes of legal privilege.

Named Law Firm of the Year 2016 and TMT team of the Year 2017, our cyber team operates within Pinsent Masons' Tier 1 rated TMT practice, allowing us to bring considerable technological knowledge and expertise to complement our breach experience.

Using its offices and partners, across all 28 European countries and worldwide, Pinsent Masons offers a global solution. In the event of a significant breach affecting more than one jurisdiction, we would manage the response from the UK by working with colleagues and partner firms in other European and international offices together with experts such as forensic investigators and PR/crisis management specialists.

Our response service is designed to proactively manage an incident to minimize legal exposure and maximize the effectiveness of the response. We have a wealth of experience of managing breaches, built up over the last 10+ years. Members of our cyber team have worked in-house for insurers and developed cyber products for insurer clients, so we can also fulfil monitoring and coverage counsel roles.



Ian Birdsey,
Partner, Cyber & TMT

- How many carrier-approved panels is your company on? **9**
- How many breaches has your company worked on? **More than 50. Additionally, lawyers at the firm have worked on hundreds of data breaches.**

Porzio Bromberg & Newman, PC



Public or private: **Private**

Annual revenue: **\$25M to \$100M**

Number of employees: **100 to 250**

CEO: **Vito Gagliardi, Esq.**

Year founded: **1963**

Number of clients: **More than 5,000**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **US Regional**

About Porzio Bromberg & Newman PC:

PORZIO
BROMBERG & NEWMAN P.C.

Porzio focuses on pre-incident services including identification of compliance obligations, identification of PII, policies and procedures to satisfy those obligations, and incident response planning for closely held, midsize businesses, and US subsidiaries located primarily in the northeastern United States.



Deirdre Wheatley-Liss,
Principal

- How many carrier-approved panels is your company on? **N/A**
- How many breaches has your company worked on? **N/A**

100 Southgate Parkway • Morristown, NJ 07962
973-889-4278
Deirdre R. Wheatley-Liss, Esq.

Saul Ewing Arnstein & Lehr LLP



Public or private: **Private**

Annual revenue: **\$100M to \$250M**

Number of employees: **750 to 1,000**

CEO: **Barry F. Levin**

Year founded: **1921**

Number of clients: **More than 5,000**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **North America**



About Saul Ewing Arnstein & Lehr LLP:

Saul Ewing Arnstein & Lehr's team of cybersecurity professionals works collaboratively to ensure that our clients are supported at all stages and from all angles – from response planning for cyberattacks, to crisis management during an incident, to representation in regulatory and legal proceedings after a cyberattack or breach occurs. Our interdisciplinary approach means that attorneys in different legal fields – cybersecurity and privacy, corporate, government contracts, insurance, intellectual property, labor and employment, regulatory investigation, and litigation – provide clients with well-rounded, innovative solutions. We also have members with a deep knowledge of specific industries including construction, healthcare, educational institutions, and insurance.

On the preparedness side, our team is experienced at reviewing response plans and working with security specialists to assess data collection practices and potential technology weaknesses on behalf of clients. If the client does not yet have a plan in place, our attorneys will outline procedures and develop a plan to help prepare the client for an attack and reduce the risk of future intrusions. In the event of an attack or breach, our attorneys and network of external professionals work together to minimize exposure and protect client confidences. We counsel clients on liabilities potentially associated with the attack or breach and represent clients in related litigation when needed.

Saul Ewing Arnstein & Lehr is a corporate member of the International Association of Privacy Professionals (IAPP).



Laurie A. Kamaiko,
Partner

- How many carrier-approved panels is your company on? **We have been approved by four insurers to represent their policyholders in breach response and in litigation arising from cybersecurity incidents.**
- How many breaches has your company worked on? **Collectively our cybersecurity team has handled over 50 data security incidents, including incidents in regulated industries such as healthcare, higher education, and governmental entities.**
- On average, how many network security assessments/penetration tests does your company perform per client per year? **N/A**
- How many businesses has your company trained? **Our firm has provided training on compliance, security awareness, privacy and regulatory issues to 50+ clients throughout our footprint in a number of different industries. Members of our team also regularly present at conferences, bar associations and continuing legal education sessions on cybersecurity and privacy issues.**
- How frequently in a 12-month period do you test employee comprehension? **N/A**

SmartEdgeLaw Group



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **Less than 50**

CEO: **Richard Santalesa**

Year founded: **2013**

Number of clients: **More than 100**

Client industry focus: **Legal**

Revenue range: **N/A**

Geographic reach: **North America, Europe, Australia/New Zealand, US Regional**

About SmartEdgeLaw Group:

Law firm with total focus on technology transactions.



**Richard Santalesa, Esq.,
Founding Member**

- How many carrier-approved panels is your company on? **2**
- How many breaches has your company worked on? **More than 50**

Tannenbaum Helpern Syracuse & Hirschtritt LLP



Public or private: **Private**

Annual revenue: **\$25M to \$100M**

Number of employees: **50 to 100**

CEO: **Andrew Singer (co-managing partner),
Joel Hirschtritt (co-managing partner)**

Year founded: **1978**

Number of clients: **N/A**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**

About Tannenbaum Helpern Syracuse & Hirschtritt LLP:



Tannenbaum Helpern's Cybersecurity and Data Privacy Practice helps clients comply with applicable data security laws and regulations, proactively plan for data security breaches before they happen, respond to incidents when they do occur, and deal with the disputes and legal claims that often result. The following summarizes a few of the services we provide: **1.** Identification and Analysis of Applicable Data Privacy, Security and Notification Laws; **2.** Drafting or Reviewing Information Security Policies and Data Privacy Policies; **3.** Drafting or Reviewing Your Incident Response Plan; **4.** Reviewing Contracts With Your Vendors and Customers; **5.** Review of Insurance Coverage; **6.** Data Breach Response



Michael Riela,
Partner

- How many carrier-approved panels is your company on? **N/A**
- How many breaches has your company worked on? **N/A**

Thompson Coburn LLP



Public or private: **Private**

Annual revenue: **\$100M to \$250M**

Number of employees: **500 to 750**

CEO: **Tom Minogue**

Year founded: **1929**

Number of clients: **More than 4,500**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **North America, Europe, US Regional**

About Thompson Coburn LLP:



Thompson Coburn LLP's cybersecurity practice helps organizations prepare for and respond to cybersecurity breaches and wage an aggressive defense should an incident result in litigation by customers or regulators. We work with our clients regarding the privacy of their data to make sure they're aware of, and in compliance with, the extensive and changing federal, state and foreign privacy and data use and security requirements. We are experienced in understanding the special data security circumstances and addressing the specific risks of particularly risk-prone industries, such financial services and health care. Our national platform and established breach response team can be leveraged for other cyber practice areas, such as cyber risk management.



Melissa Ventrone,
Partner and Chair of
Cybersecurity Practice

- How many carrier-approved panels is your company on? **18**
- How many breaches has your company worked on? **More than 1,000**

Traub Lieberman Straus & Shrewsberry



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **100 to 250**

CEO: **Richard K. Traub**

Year founded: **1996**

Number of clients: **More than 250**

Client industry focus: **Legal**

Revenue range: **N/A**

Geographic reach: **North America**

About Traub Lieberman Straus & Shrewsberry:



We proactively, zealously and regularly represent our clients' interests with respect to potential and actual cyber incidents, from preincident training, mock incident response/crisis management drills, and educational presentations, both on behalf of insurer-clients' policyholders and uninsured business entities. We then manage and handle all legal and reputational issues that may arise from a cyber incident, including researching and preparing notification letters to affected persons, interfacing with regulators, and quarterbacking a breach response team. Our rates are highly competitive, yet we provide the highest quality service comparable to firms exponentially larger than we are. We continue to remain trusted advisers to our clients, some of whom contact us on a regular basis to provide further advice and guidance.



Richard Bortnick,
Senior Counsel

- How many carrier-approved panels is your company on? **More than 15**
- How many breaches has your company worked on? **More than 250**
- On average, how many network security assessments/penetration tests does your company perform per client per year? **0**
- How many businesses has your company trained? **More than 50**
- How frequently in a 12-month period do you test employee comprehension? **Quarterly**

Tressler LLP



Public or private: **Private**

Annual revenue: **\$25M to \$100M**

Number of employees: **250 to 500**

CEO: **Todd S. Schenk**

Year founded: **1986**

Number of clients: **More than 100**

Client industry focus: **Legal: Privacy, Cyber, Insurance, Litigation, Corporate**

Revenue range: **N/A**

Geographic reach: **North America**



About Tressler LLP:

Tressler LLP has leveraged its legal, government and insurance experience to create Tressler's Privacy Practice Group. While working on insurance coverage issues for a number of years it became clear that data storage and privacy issues would give rise to claims that would not be covered as bodily injury, property damage or advertising injury under commercial general liability policies and may not constitute a peril under a traditional property insurance policy. Before cyber claims became commonplace in the insurance industry, Tressler's Privacy Practice Group gained valuable experience by working with small governments and school districts on data retention and storage issues.

Tressler's Privacy Practice Group was up and running by the time insurers called for assistance on cyber issues. Early on, the Privacy Practice Group's insurer clients requested assistance in policy drafting. As cyber policies became more widely available, insurers relied on Tressler's Privacy Practice Group to assist in responding to insureds' cyber incidents. During this time, Tressler's Privacy Practice Group developed a network of forensic and notification vendors and public relations specialists to assist in incident response. While working on insurers' panels, Tressler's Privacy Practice Group assisted on a number of matters in government, health care, manufacturing and financial institutions. At present, Tressler's Privacy Practice Group has responded to cyber incidents involving everything from sophisticated data breaches to basic phishing incidents and ransomware.

Insurers have increasingly called upon Tressler's Privacy Practice Group to monitor responses to cyber incidents by other law firms. In this capacity, Tressler's Privacy Practice Group has reviewed coverage issues, legal expenses, forensic responses, notification costs and public relations. Additionally, Tressler's Privacy Practice Group has worked with brokers to serve their clients in a variety of industries that have had a cyber incident but may not have obtained cyber insurance.



Todd Rowe,
Partner



Lindsey Dean,
Associate

- How many carrier-approved panels is your company on? **More than 25**
- How many breaches has your company worked on? **More than 30**

233 S. Wacker Dr. 22nd Floor • Chicago, IL 60606
312-627-4146
Anna Hanson

Wilson, Elser, Moskowitz, Edelman & Dicker LLP



Public or private: **Private**

Annual revenue: **\$250M to \$500M**

Number of employees: **750 to 1,000**

CEO: **Daniel J. McMahon**

Year founded: **1978**

Number of clients: **As a national firm with 35 offices and more than 60 practice areas, Wilson Elser's client base encompasses thousands of organizations.**

Client industry focus: **Various Industries**

Revenue range: **Small Local Enterprises to Large Global Entities**

Geographic reach: **US Regional**



About Wilson, Elser, Moskowitz, Edleman & Dicker LLP:

Nearly 800 attorneys strong with 35 offices nationwide, Wilson Elser's mission is to provide our clients with superior value combined with the very best in ideas, knowledge, counseling, exposure management, and dispute prevention and resolution. Placing a premium on responsiveness, we establish high benchmarks of excellence for our people, who consistently exceed them.

We apply the discipline and diligence of effective litigation to virtually all areas of the law, drawing from our more than 60 service areas to help advance our clients' objectives. Our approach is supported by the use of advanced internal systems and technologies that improve our operating efficiencies and, in turn, our ability to effectively respond to our clients' complex and changing needs.

Client interests are shared and supported by firm policies and activities through cooperation and coordination. Wilson Elser believes our success is measured by the fact that clients choose us not only based on their belief in our ability to meet or exceed their expectations of price, service, quality and experience but also for our culture, which is continually focused on maintaining an awareness of our clients' philosophies and ways of doing business.

Through our network of offices, we are committed to being the leading and largest law firm in our core practice areas and to achieving business growth by serving as an invaluable resource to our clients.



Gregory J. Bautista,
CIPP/US Partner, Co-Chair -
Cybersecurity & Data Privacy

- How many carrier-approved panels is your company on? **15**
- How many breaches has your company worked on? **More than 750**
- How many businesses has your company trained? **About 75**
- How frequently in a 12-month period do you test employee comprehension? **Varies based on client requests/budget.**

Our Network Helps Keep Yours Secure

Cyber knows no bounds. With 34 offices strategically located across the U.S. and as a founding member of Legalign Global, Wilson Elser provides experienced counsel on cyber risk management, breach response and related litigation—wherever and whenever our clients need us.

Ever since there were cyber assets to secure, **Wilson Elser's Cybersecurity & Data Privacy** practice has been at the forefront of cyber response. Our accomplished practice attorneys work with their client counterparts to devise and implement plans to manage risks and help prevent cyber events. Should breaches nonetheless occur, we are able to respond swiftly and appropriately to curtail exposure.

Our full suite of related services include:

- Data breach risk management, preparedness training and incident response
- Violation of privacy rights
- Technology errors and omissions
- Unfair trade practices and consumer protection violations
- Class action defense
- Insurance coverage

A lapse in data security can be damaging, crippling or worse. Discover how we can help protect your underlying networks and software and advance your cyber objectives.

Contact a **Wilson Elser Cybersecurity & Data Privacy co-chair** or visit our website for a complete list of our legal services.

Gregory Bautista | Partner
Co-chair, Cybersecurity & Data Privacy
White Plains | 914.872.7839
gregory.bautista@wilsonelser.com

Anjali Das | Partner
Co-chair, Cybersecurity & Data Privacy
Chicago | 312.821.6164
anjali.das@wilsonelser.com

Ian Stewart | Partner
Co-chair, Cybersecurity & Data Privacy
Los Angeles | 213.330.8830
ian.stewart@wilsonelser.com

34 Offices Nationwide
wilsonelser.com



A founding member of LEGALIGN GLOBAL

Zelle LLP



Public or private: **Private**

Annual revenue: **N/A**

Number of employees: **100 to 250**

CEO: **Frank Elsenbast (COO/CFO)**

Year founded: **1988**

Number of clients: **70**

Client industry focus: **Insurance Litigation**

Revenue range: **N/A**

Geographic reach: **Europe, US Regional**

About Zelle LLP:



Zelle, with offices throughout the United States and in London, is at the forefront of counseling insurance companies regarding cyber risk exposures and handling coverage claims arising out of a data breach. Zelle attorneys are currently representing clients in matters involving claims arising out of major data breaches for cyber specialty coverages and traditional coverages including first-party property and CGL. Our attorneys are frequently asked to speak to industry groups and insurance companies concerning this emerging risk area.

There are few firms with Zelle's breadth and depth of experience in insurance law. In addition to our work in cyber risk, our attorneys have been on the cutting-edge of insurance litigation for decades, including first- and third-party property and liability coverage, reinsurance, and subrogation, and extending across a wide range of industries and natural and man-made catastrophes.



Thomas Caswell,
Partner

- How many carrier-approved panels is your company on? **Hundreds**
- How many breaches has your company worked on? **We have counseled on many and litigated several high-profile matters.**



FORENSICS & CYBER INVESTIGATIONS

Responds to incidents with investigation, analysis, data collection, response, remediation, etc.

[Ankura](#)

[Arete Advisors](#)

[Coalfire Systems, Inc.](#)

[CrowdStrike](#)

[Envista Forensics](#)

[eSentire](#)

[Kivu Consulting, Inc.](#)

[Kroll](#)

[Law and Forensics](#)

[Navigant Consulting](#)

[Nordic Innovation Labs](#)

[RGL Forensics](#)

[Secureworks](#)

[The Crypsis Group](#)



Public or private: **Private**

Annual revenue: **\$100M to \$250M**

Number of employees: **250 to 500**

CEO: **Roger Carlile**

Year founded: **2014**

Number of clients: **Ankura serves hundreds of clients each year.**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **North America , Europe**

About Ankura:



Ankura's cyber practice has more than 50 years of combined experience from the front lines of cybersecurity and data breach investigations. Our approach aligns investigative and threat mitigation expertise attained by our team's handling of hundreds of incidents with best of breed technology and analysis techniques. Our experts' handling of some of the largest and most sensitive incidents provides proven experience to navigate all facets of an incident response — from threat mitigation to cyber investigation. Ankura enables clients to respond and investigate data security incidents faster so they can recover quickly.

Incident response is more than just mitigating the threat. Ankura's experienced cyber investigators and crisis managers not only address the technology issues with an incident, but we also address the holistic business concerns — executive, legal, insurance, compliance and communications — that are dependent on a tightly integrated response to manage the overall risks associated with the incident.



Luke Tenery,
Senior Managing
Director

- How many network security cases has your company worked on? **Ankura's cybersecurity professionals have collectively worked on hundreds of network security cases spanning incident and data breach response as well as proactive management and technical network security assessments.**
- How many insurance claims has your company worked on? **Less than 10 as Ankura's cyber practice is new to this space as of 2017, although Ankura's cyber response professionals have worked over 100 cases at other firms that have been covered by insurance.**
- On average, how many network security assessments/penetration tests does your company perform per client per year? **1 to 2**

Arete Advisors



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **Less than 50**

CEO: **Joe Mann**

Year founded: **2016**

Number of clients: **Less than 100 commercial enterprise clients**

Client industry focus: **Education, Financial, Insurance, Healthcare, Retail, Legal and Other (Mid-Market)**

Revenue range: **Less than \$25M**

Geographic reach: **Global, Europe**

About Arete Advisors:



Arete Advisors

Arete Advisors is a specialized, cybersecurity company that reduces the burden of preparing for, detecting, and responding to cyber-attacks. The Arete team has extensive experience providing legally defensible and regulatory compliant cybersecurity and digital investigations services for our clients, ranging from reactive Incident (Breach) Response to technical expert testimony in a legal, law enforcement and/or government inquiry. Arete's leadership team has worked together on some of the most significant data breaches over the past decade, in collaboration with IT executives and counsel. Arete is a collection of leading Cyber Forensics and Investigations practices from General Dynamics, Fidelis Cybersecurity, Navigant and Deloitte. Over the past 11 years, our team has managed hundreds of incident response operations worldwide. Arete experts work at the intersection of IT, legal, risk and compliance to help our clients create a legally defensible cyber strategy. We have assembled an unparalleled capability across five disciplines of Engineering and Forensics to meet the most demanding technical challenges in incident response and data breach while simultaneously being able to translate the information across multiple C-suite stakeholders, board of directors, and government agencies under extreme circumstances. Our customers trust us to provide world-class assessment services for critical IT systems for corporate, C-suite, and cyber committees that are responsible for managing cyber risk. Engaging Arete's team gives you and your organization the confidence to respond to a data breach or cybercrime — anywhere in the world — within 24 hours.



Jim Jaeger, Cyber Strategist

- How many network security cases has your company worked on? **3,500**
- How many insurance claims has your company worked on? **Hundreds**
- On average, how many network security assessments/penetration tests does your company perform per client per year? **Less than 100 commercial enterprise clients; Pen Testing is not a focus for our practice**
- How many businesses has your company trained? **50**
- How frequently in a 12-month period do you test employee comprehension? **Quarterly**

Coalfire Systems, Inc.



Public or private: **Private**

Annual revenue: **\$100M to \$250M**

Number of employees: **500 to 750**

CEO: **Larry Jones**

Year founded: **2001**

Number of clients: **2,000**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **North America, Europe**

About Coalfire Systems, Inc.:

C O A L F I R E

“Cybersecurity to fuel your success”



Christopher Lietz,
Principal, Cyber Risk
Advisory

- How many network security cases has your company worked on? **Dozens**
- How many insurance claims has your company worked on? **Multiple**
- On average, how many network security assessments/penetration tests does your company perform per client per year? **3**



Public or private: **Private**

Annual revenue: **N/A**

Number of employees: **750 to 1000**

CEO: **George Kurtz**

Year founded: **2012**

Number of clients: **N/A**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**

About CrowdStrike:



CrowdStrike's unique approach to IR engagements provides substantial savings compared to traditional IR methodology. CrowdStrike gains visibility across a company's entire network within hours of engagement. By deploying sensors from its cloud-based technology platform, Falcon Host, the IR Team doesn't just collect forensic evidence of what happened, it monitors adversary activity in real time. Possessing such actionable information at the beginning of an IR engagement substantially reduces the time to full remediation and mitigates potential losses. The IR Team's goal is twofold: help the company resume "business as usual" as fast as possible and ensure the adversary does not regain access.



Charles Groves,
Global Director of
Business Development,
Insurance & Legal
Verticals

- How many network security cases has your company worked on? **Hundreds**
- How many insurance claims has your company worked on? **CrowdStrike's Insurance IR program was launched in 2016**
- On average, how many network security assessments/penetration tests does your company perform per client per year? **2**
- How many products or applications does your company offer? **3**

Envista Forensics



Public or private: **Private**

Annual revenue: **\$100M to \$250M**

Number of employees: **250 to 500**

CEO: **Jason Bergerson, Director of Digital Forensics**

Year founded: **1984**

Number of clients: **More than 1,500**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**

About Envista Forensics:



Envista Forensics is a global leading provider of forensic consulting services to the insurance industry, providing multidisciplinary solutions ranging from Digital Forensics and Forensic Engineering, to Fire Investigation and Equipment Restoration. For over thirty years, Envista has been trusted by the world's leading insurers, reinsurers and loss adjusters for delivering expert analysis following claims of all types.

Our mission is to provide Certainty in an Uncertain World, and we do this by offering a diverse array of forensic consulting services that best serve our clients' unique and varied needs.

Envista's Digital Forensics team specializes in digital forensics and cyber investigations, providing organizations insight into the nature of attacks and breach evaluation. Whether it be a network intrusion, ransomware or phishing attack, Envista's experts will determine if a breach has occurred, the extent of damage and work with all involved parties to mitigate the loss.



Jason Bergerson,
Director of Digital
Forensics

- How many network security cases has your company worked on? **More than 3,000**
- How many insurance claims has your company worked on? **More than 2,500**



Public or private: **Private**

Annual revenue: **N/A**

Number of employees: **250 to 500**

CEO: **Kerry Bailey**

Year founded: **2001**

Number of clients: **More than 600**

Client industry focus: **Mid-sized businesses based in the financial and legal services, healthcare, manufacturing, Insurance, technology, biopharma and transportation industries**

Revenue range: **N/A**

Geographic reach: **North America, Europe, Asia**

About eSentire:



eSentire® is the largest pure-play Managed Detection and Response (MDR) service provider, keeping organizations safe from constantly evolving cyber-attacks that technology alone cannot prevent. Its 24x7 Security Operations Center (SOC), staffed by elite security analysts, hunts, investigates, and responds in real-time to known and unknown threats before they become business disrupting events. Protecting more than \$5 trillion in corporate assets, eSentire absorbs the complexity of cybersecurity, delivering enterprise-grade protection and the ability to comply with growing regulatory requirements.



J. Paul Haynes,
President and Chief
Operating Officer

- How many network security cases has your company worked on? **N/A**
- How many insurance claims has your company worked on? **N/A**
- How many products or applications does your company offer? **20**
- On average, how many network security assessments/penetration tests does your company perform per client per year? **90 to 100 total performed**

Kivu Consulting, Inc.



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **Less than 50**

CEO: **Kim Niquette**

Year founded: **2009**

Number of clients: **N/A**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**

About Kivu Consulting:



With offices throughout the U.S., in Canada and in Europe, Kivu Consulting (www.kivuconsulting.com) is an international technology firm specializing in the forensic response to data breaches and proactive IT security compliance and risk reduction. Kivu helps organizations achieve better control over information security and the governance of sensitive information.

Headquartered in California's Silicon Valley, Kivu is a pre-approved cyber forensics vendor for leading North American insurance carriers and Lloyds underwriters and has worked with the insurance industry for over 6 years. Kivu has pioneered an incident response protocol that focuses, where possible, on remote analysis and data collection, allowing Kivu's analysts to immediately commence work without the need of attending onsite.

Kivu handles the technical response and remediation in network intrusions, phishing attacks, ransomware incidents, and the inadvertent exposure of confidential information. Kivu quickly determines if an actual data breach has occurred and, if so, the extent of the compromise and whether mitigating factors can reduce the loss. Kivu's clients include healthcare, technology, financial institutions, professional services, and education in the US, Canada, Latin America and Europe. Kivu has a particular expertise in cyber extortion and responding to cyber-crime, including analysts fluent in Russian, Chinese, German, and Spanish. Kivu's personnel have frequently testified as cyber experts before US regulators, in post-breach litigation, and in state and Federal courts.

Kivu also offers pre-emptive services including risk assessments, gap analysis, pen testing, and table top exercises. Kivu incorporates intelligence from its incident response cases to prepare against current attack vectors and implement best practices in security defenses.



Winston Krone,
Global Managing Director

- How many network security cases has your company worked on? **More than 1,000 cases involving health care, FI, technology and education clients in US, Canada, Latin America and Europe**
- How many insurance claims has your company worked on? **More than 200 claims from all major North American insurance panels**
- On average, how many network security assessments/penetration tests does your company perform per client per year? **For those clients that utilize Kivu for regular security assessments and pen tests, quarterly is the average.**



Fusing expertise and advanced technology, Kivu delivers cybersecurity worldwide.

It takes more than technology to solve today's cyber security problems.

Kivu offers comprehensive cyber solutions to our clients around the world - ranging from expert incident response, meaningful risk assessments, and proprietary network scanning and defense configuration.

Starting from the first call, our personal and immediate hands-on collaboration - now available globally - is just one way Kivu does things differently.

Kivu Services

- Cyber Risk Management
- Incident Response
- Cyber Extortion

www.kivuconsulting.com





Public or private: **Private**

Annual revenue: **\$100M to \$250M**

Number of employees: **750 to 1000**

CEO: **David Fontaine**

Year founded: **1972**

Number of clients: **Thousands across many industries.** Cybersecurity and Data Breach response services approximate 400 to 500 active clients per year

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**

About Kroll:



In a world where cyber threats can strike anywhere, anytime, Kroll Cyber Security stands ready to help your firm prevent, detect, mitigate, and respond to these threats with confidence, anywhere, anytime. Our cyber specialists are based in offices around the world and bring uncommon experience in diverse investigative and data-related disciplines. This global team approach enables Kroll to deliver timely and seamless services for information security needs that range from proactive threat assessments, data security, and intrusion prevention to cyber investigations, incident response, and breach notification.

We will also work closely your staff, executives, board of directors, counsel, breach coach, cyber insurance carrier, and any other external resources as necessary to deliver successful outcomes for you.

For over 45 years, clients have entrusted their most complex risk management challenges to Kroll. You can rely on Kroll to bring the same tenacity, leading specialists, and unique perspectives to your cyber-related needs. These recent awards reflect our commitment to continually raising the bar for delivering extraordinary cyber security services: Best Cyber Security Provider, Best Data Security Provider, and Best Managed IT Service Provider, National Law Journal Best of 2018 Readers Choice Survey; Best Cyber Security Provider, National Law Journal Best of 2017 Readers Choice Survey; Leader in Customer Data Breach Notification and Response Services, 2017, 2015 The Forrester Wave™



Keith Wojcieszek,
Associate Managing
Director, Cybersecurity
and Investigations,
North America

- How many network security cases has your company worked on? **About 500**
- How many insurance claims has your company worked on? **More than 50**
- How many network security cases has your company worked on? **About 500**
- How many records were involved in your company's largest case? **60 million**
- On average, how many network security assessments/penetration tests does your company perform per client per year? **Between 50 and 75**

Law & Forensics



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **Less than 50**

CEO: **Daniel Garrie**

Year founded: **2008**

Number of clients: **200**

Client industry focus: **Finance, Retail, Insurance, Healthcare, Energy, Gaming**

Revenue range: **N/A**

Geographic reach: **Global**

About Law & Forensics:

LAW & FORENSICS

Law & Forensics' Consulting Team has a keen sense of the potential pitfalls that arise at the intersection of law and technology and how to avoid them. Our collective experience in legal and technology matters reaches across the financial, pharmaceutical, energy, government, healthcare, media and entertainment, and manufacturing sectors. This enables our team to anticipate even the most complex legal, technical, and information security situations.



Daniel Garrie,
Executive Managing
Partner

- How many network security cases has your company worked on? **More than 1,000**
- How many insurance claims has your company worked on? **400**
- On average, how many network security assessments/penetration tests does your company perform per client per year? **6**
- How many carrier-approved panels is your company on? **2**
- How many breaches has your company worked on? **600**

Navigant Consulting



Public or private: **Public**

Annual revenue: **More than \$1B**

Number of employees: **More than 1,000**

CEO: **Julie Howard**

Year founded: **1996**

Number of clients: **Navigant works with thousands of clients each year**

Client industry focus: **Navigant's Information Security practice works with all industries including healthcare, financial services, retail & hospitality, education, energy, legal, real estate & construction, government entities, etc**

Revenue range: **More than \$1B**

Geographic reach: **Global**

About Navigant Consulting:

NAVIGANT

Navigant's Information Security Investigation & Assessment practice has a global team that has led over 2000 cyber forensic investigations over the last 10 years, including business email compromise, ransomware, payroll and pension diversion, O365 account manipulation, credit-card theft, phishing, insider and IP theft, and lost devices. Navigant also has a programmatic PHI / PII Data Mining team to help clients fulfill their regulatory reporting requirements.

In addition to all of the direct relationships Navigant has with corporate clients, Navigant is a preferred provider for virtually every cyber insurer, breach coach law firm, and insurance brokerage.

Navigant has a deep understanding of the current threats facing companies. Navigant's global team is led by Bob Anderson the former #3 at the FBI where he was in charge of worldwide cyber. Navigant is responsive, efficient, and cost-effective.

Navigant's proactive cyber team assists companies with cyber assessments, penetration testing, vulnerability scanning, O365 audits, table-top exercises, phishing training, CISO as a service, GDPR, PCI assessments, etc.



Darin Bielby,
Managing Director,
Global Information
Security Practice,
Insurance Channel
Leader



Robert Anderson,
Managing Director,
Global Information
Security Practice
Leader



Tanya Gross,
Managing Director,
EMEA & Asia Practice

- How many network security cases has your company worked on? **More than 2,000**
- How many insurance claims has your company worked on? **More than 2,000**
- On average, how many network security assessments/ penetration tests does your company perform per client per year? **More than 200**
- How many products or applications does your company offer? **Navigant's Information Security practice offers clients 4 software solutions including Carbon Black, Tenable Nessus CV, Event Tracker, and KnowBe4.**

Nordic Innovation Labs



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **Less than 50**

CEO: **Adam Benowitz**

Year founded: **2016**

Number of clients: **N/A**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**

About Nordic Innovation Labs:



Nordic Innovation Labs is a global network of first-responders and custom engineers that handle security incident response for network and system security breaches. Nordic also performs risk assessments to uncover code vulnerabilities in system design, as well as document, track, and prioritize next step risk mitigation. Nordic's platform is uniquely positioned to handle global scale assessments and incident response work for the most at-risk industry sectors including: the automotive industry, avionics, financial institutions, healthcare and retail. We also provide custom engineering services to address vulnerabilities and achieve security goals for our clients.



Harri Hursti,
Co-Founder

- How many network security cases has your company worked on? **N/A**
- How many insurance claims has your company worked on? **N/A**
- On average, how many network security assessments/penetration tests does your company perform per client per year? **N/A**



Public or private: **Private**

Annual revenue: **N/A**

Number of employees: **100 to 250**

CEO: **Angela Macphee**

Year founded: **1997**

Number of clients: **N/A**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**

About RGL Forensics:



RGL Forensics is a global financial investigations company that specializes in the insurance, legal and corporate sectors. RGL's accountants, consultants, economists and forensic technologists work with insurers and their clients to assist in the response to a cyber event. RGL assembles a team and creates a product tailored to meet the requirements of the client or project, operating as one firm globally to ensure responsiveness, efficiency and to provide the best outcome for all stakeholders.

Following a cyber event or data breach, RGL consults with the client to understand the nature and impact of the incident, to identify potential mitigation strategies and to ensure that all financial exposures are recognized. Based on this, calculations of financial loss, including business interruption can be evaluated.

Our Forensic Technology team are experienced in project managing the response to a cyber event, ensuring that the appropriate technical experts are involved at the right time as well as managing the costs incurred. The team can also assist clients in collating and explaining technical information, thereby assisting clients when policy response is considered. All sensitive information is stored in our forensic labs in London or New York.

RGL has expertise in crisis management, regularly working with insurance professionals, lawyers, IT teams and public relations executives to ensure that clients can seek to mitigate and reduce the risk of financial loss, business interruption loss, and damage to brand recognition.

Operating from offices on five continents, RGL is one of the largest companies specializing in forensic accounting.



Hobby Ben



Oddy Simon



Regan Bernard

- How many network security cases has your company worked on? **N/A**
- How many insurance claims has your company worked on? **More than 400**
- How many insurance carriers does your company partner with? **We work with all insurance companies in both the Lloyds and company markets worldwide.**
- Does your company integrate third-party data with your solutions? **N/A**



Public or private: **Public**

Annual revenue: **\$250M to \$500M**

Number of employees: **More than 1,000**

CEO: **Mike Cote**

Year founded: **1999**

Number of clients: **4,500**

Client industry focus: **Information Security**

Revenue range: **N/A**

Geographic reach: **Global**

About Secureworks:

Secureworks®

We have provided trusted managed security services to organizations of all sizes since 1999. We maintain a global presence to counter a global threat, operating four Counter Threat Operations Centers processing up to 240 billion cyber events daily. Intelligence developed by the Secureworks Counter Threat Unit™ (CTU) research team enables us to provide you with unparalleled protection against today's threats. Upon retaining our services, our security experts immediately dive in to investigate the security breach and determine root cause. We'll analyze all of the data to determine the scope of your suspected cardholder data breach in order to report findings back to the Participating Payment Brands, and others, as required by the PFI program. Our Incident Responders deliver: reports as required by PCI Council, follow-up reports that give you summary, feedback and recommendations for improvement. Key Benefits: we minimize the duration and impact of a security breach, we'll help eradicate the threat and get operations back to normal, reduce costs with our remote phone support and immediate results, leverage us as your independent research team to meet compliance.



Mike Cote,
President, CEO and
Director

- How many network security cases has your company worked on? **N/A**
- How many insurance claims has your company worked on? **N/A**
- On average, how many network security assessments/penetration tests does your company **N/A**
- How many products or applications does your company offer? **More than 90**

The Crypsis Group



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **Less than 50**

CEO: **Bret Padres**

Year founded: **2015**

Number of clients: **500**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**

About The Crypsis Group:



The Crypsis Group is a security advisory firm that specializes in data breach response and risk management services. We support our clients as a trusted advisor before, during, and after a breach. The combination of our deep security knowledge, proprietary technology, and methodology allows us to rapidly Identify, Contain, and Eradicate (ICE™) attacks for organizations.

Members of our team have responded to and managed investigations of complex data breaches at global organizations across multiple industries. We have responded to data breaches of all sizes and are experienced at responding to compromises involving cloud-based applications and enterprise applications. We have experience responding to attacks by nation-state actors, insiders, and thieves looking to steal PII, PCI, and PHI data.

We have stood up SOCs and run those operations. We know how to spot malicious threat actors and how to prepare for the worst. We work with our clients to provide actionable and realistic recommendations to achieve those objectives.

We understand what our clients go through. A number of our consultants have been on the other side of data breaches, having lived through some of the largest commercial data breaches on record. With this perspective, we offer clients insights into how to deal with the components one must deal with when preparing for and managing an incident.

We believe organizations of all sizes should have access to the expertise they need to be as secure as they can be and work with clients to establish a budget that makes sense for them.



Bret Padres,
CEO

- How many network security cases has your company worked on? **N/A**
- How many insurance claims has your company worked on? **N/A**
- On average, how many network security assessments/penetration tests does your company perform per client per year? **N/A**



NOTIFICATION, CREDIT MONITORING, CALL CENTER

Providers of these post-breach services

[Equifax](#)

[Experian](#)

[ID Experts](#)

[TransUnion](#)



Public or private: **Public**

Annual revenue: **More than \$1B**

Number of employees: **More than 1,000**

CEO: **Paulino do Rego Barros, Jr.**

Year founded: **1899**

Number of clients: **Thousands**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**

About Equifax:



Equifax is a global information solutions company that uses unique data, innovative analytics, technology and industry expertise to power organizations and individuals around the world by transforming knowledge into insights that help make more informed business and personal decisions.

Headquartered in Atlanta, Ga., Equifax operates or has investments in 24 countries in North America, Central and South America, Europe and the Asia Pacific region. It is a member of Standard & Poor's (S&P) 500® Index, and its common stock is traded on the New York Stock Exchange (NYSE) under the symbol EFX. Equifax employs over 10,000 employees worldwide.

Some noteworthy achievements for the company include: Named to Top 100 American Banker FinTech Forward list (2015-2016); named a Top Technology Provider on the FinTech 100 list (2004-2016); named an InformationWeek Elite 100 Winner (2014-2015); named a Top Workplace by Atlanta Journal Constitution (2013-2016); named one of Fortune's World's Most Admired Companies (2011-2015); named one of Forbes' World's 100 Most Innovative Companies (2015-2016).

From a breach response perspective, we offer monitoring products and notification services in all key markets that have, or will soon have, mandatory notification requirements – US, Canada, UK and Australia. Additionally, we have a global product centered around dark web & social web site monitoring in markets where traditional credit monitoring is not available.



Joe Fish,
Director, Global Breach
and Regulatory Systems

- How many network security cases has your company worked on? **Thousands**
- How many records were involved in your company's largest case? **\$145 million**



Experian

Public or private: **Public**

Annual revenue: **More than \$1B**

Number of employees: **More than 1,000**

CEO: **Craig Boundy**

Year founded: **Roots dating back to the early 19th century. Experian name was officially formed in 1996.**

Number of clients: **Tens of thousands**

Client industry focus: **Service every industry**

Revenue range: **\$1M to \$5B**

Geographic reach: **Global**

About Experian:



Experian Data Breach Resolution, powered by the nation's largest credit bureau, is a leader in helping businesses prepare for a data breach and mitigate consumer risk following breach incidents. With more than a decade of experience, Experian Data Breach Resolution has successfully serviced some of the largest and highest-profile data breaches in history. The group offers swift and effective incident management, notification, call center support and fraud resolution services while serving millions of affected consumers with proven credit and identity theft protection products. Experian Data Breach Resolution is active with the International Association of Privacy Professionals, Advisen, NetDiligence, the Ponemon Institute, RIM Council, and is a founding member of the Medical Identity Fraud Alliance. For more information, visit www.experian.com/databreach.



Michael Bruemmer,
Vice President,
Consumer Protection

- How many network security cases has your company worked on? **More than 15,000**
- How many records were involved in your company's largest case? **More than 70 million**



Ask Us
About Our
International
Product,
IdentityWorks™
Global

Experian Data Breach Resolution

Notification

- Dedicated Account Manager
- Address Validation & Delivery Reporting
- QA for Printing & Fulfillment
- Comprehensive Letter Mgmt

FAQ Call Center

- 24/7 Availability With Dedicated Toll Free #
- U.S. Based Agents
- Highly Skilled & Accountable
- Specialized for Breach Response

*A Complete Range
of Data Breach
Resolution Products
for Every Need*

Identity Protection

- Credit Monitoring
- Internet Surveillance
- Identity Restoration
- \$1 Million Insurance*

Identity Restoration

- U.S. Based Agents
- Rigorous Training
- 1:1 Support Until the Case is Resolved
- 100% Success Rate

Experian Highlights:

100%

Success Rate Resolving Fraud Cases

100%

Score Received in Client Satisfaction Review

3,000+

Data Breaches Serviced Annually

* Identity theft insurance is underwritten by insurance company subsidiaries or affiliates of American International Group, Inc. (AIG). The description herein is a summary and intended for informational purposes only and does not include all terms, conditions and exclusions of the policies described. Please refer to the actual policies for terms, conditions, and exclusions of coverage. Coverage may not be available in all jurisdictions.

Experian Data Breach Resolution

Visit: experian.com/databreach

Call: 1 (866) 751-1323

Email: databreachinfo@experian.com

ID Experts



Public or private: **Private**

Annual revenue: **\$100M to \$250M**

Number of employees: **50 to 100**

CEO: **Thomas F. Kelly**

Year founded: **2003**

Number of clients: **500**

Client industry focus: **Healthcare/Higher Education/Government/Financial Services/Insurance**

Revenue range: **More than \$100M**

Geographic reach: **Global, North America**

About ID Experts:



ID Experts is the leader in data breach response solutions. Our unique, Project Management driven approach to incident remediation sets us apart as the premier partner for breach and crisis communications. We assist with notification printing and mailing, call center and web support, and offer the most comprehensive identity protection services in the industry. A key differentiator for us is our fully managed identity restoration services. We have handled over 10,000 identity theft cases and have a 100% success rate in restoring individuals to their pre-theft status, lowering risk for our clients and their breached populations.



Tom Kelly,
CEO

- How many network security cases has your company worked on? **3,000**
- How many records were involved in your company's largest case? **24 million**
- On average, how many network security assessments/penetration tests does your company perform per client per year? **10**



Public or private: **Public**

Annual revenue: **More than \$1B**

Number of employees: **More than 1,000**

CEO: **James Peck**

Year founded: **1968**

Number of clients: **N/A**

Client industry focus: **N/A**

Revenue range: **N/A**

Geographic reach: **Global**

About TransUnion:



TransUnion is a global leader in credit and information management. For more than 48 years, we have gathered, analyzed, and delivered critical information at every stage of the customer lifecycle, including acquisition, screening, account management, and collections. TransUnion maintains one of the most comprehensive and reliable databases, retains credit histories on more than 650 million consumers, and our technology-based solutions have enabled businesses and government agencies around the globe to streamline processes, reduce risk, cut costs, and increase profits.



Gillian Johnson,
VP, Sales

- How many network security cases has your company worked on? **2000**
- How many records were involved in your company's largest case? **2.1 million**



PUBLIC RELATIONS & CRISIS COMMUNICATIONS

Managers of cyber/privacy events to limit monetary and reputational losses

JadeRoq, LLC

JadeRoq, LLC



Public or private: **Private**

Annual revenue: **Less than \$25M**

Number of employees: **Less than 50**

CEO: **Jason Maloni**

Year founded: **2016**

Number of clients: **12**

Client industry focus: **Industry Healthcare, Retail, Financial, Education**

Revenue range: **\$5M to \$4B**

Geographic reach: **Global**

About JadRoq, LLC:



JadeRoq is the first crisis communications firm formed chiefly to manage cyber/privacy events and work with clients to plan for future incidents. With a legacy of 300+ matters, we have deep experience in this space and we work with all the major carriers and every top lawyer in the privacy space.



Jason Maloni,
President

- What media has your company worked with? **All major print, broadcast and major blogs worldwide.**
- How many network security cases has your company worked on? **More than 300**
- How many Fortune 500 cases has your company worked on? **10**

THANK YOU TO OUR SPONSORS!

(Click on logo to jump to sponsor ad)



ADVISEN'S 2018 CYBER GUIDE
THE ULTIMATE GUIDE *to* CYBER
SERVICE PROVIDERS