

Welcome to the Cyber Risk Insights Conference!

Welcoming Remarks



Rebecca Bole
EVP & Editor-in-Chief
Advisen

Opening Remarks



Jeremy Barnett
Senior Vice President
NAS Insurance Services



Keynote Address

Suzanne Spaulding

Senior Advisor, Homeland
Security, Center for Strategic and
International Studies



The Buyer's Perspective

The Buyer's Perspective



Christian Durdaller
Executive Vice President/Cyber
& Tech Team Lead
INSUREtrust
Moderator

The Buyer's Perspective

- **Christiaan Durdaller**, Executive Vice President / Cyber & Tech Team Lead, INSUREtrust (Moderator)
- **Katherine Fithen**, Managing Principal Consultant, Secureworks
- **Jimmy Kirtland**, VP, Voya Financial
- **David Little**, SVP, Global Risk Management, Las Vegas Sands Corp.

The Buyer's Perspective



Christiaan Durdaller
INSUREtrust



Katherine Fithen
Secureworks

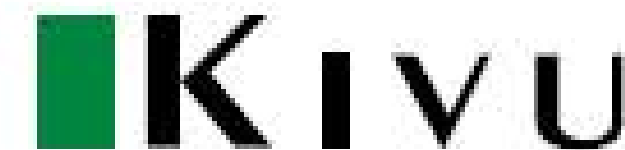


Jimmy Kirtland
Voya Financial



David Little
Las Vegas Sands Corp.

Thanks to our Sponsors!

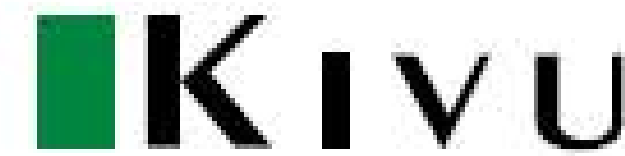


Morning Break

Coming up next...

Recent Events: Charting the Physical Shift

Thanks to our Sponsors!



Recent Events: Charting the Physical Shift

Recent Events: Charting the Physical Shift

Prashant Pai

Vice President, Cyber Strategy
Verisk Analytics
Moderator



Recent Events: Charting the Physical Shift

- **Prashant Pai**, Vice President, Cyber Strategy, Verisk Analytics (Moderator)
- **Adam DeMonaco**, Senior Director, Kivu Consulting, Inc
- **Renee Guttman-Stark**, Board of Directors, Hillside Inc.
- **Daron Hartvigsen**, Managing Director, Ankura

Recent Events: Charting the Physical Shift



Prashant Pai
Verisk Analytics



Adam DeMonaco
Kivu Consulting, Inc



Renee Guttman-Stark
Hillside Inc.



Daron Hartvigsen
Ankura

Malware: Out of Control?

Malware: Out of Control?



Florence Levy
Cyber Insurance Adviser
Moderator

Malware: Out of Control?

- **Florence Levy**, Cyber Insurance Adviser (Moderator)
- **Kevin Kirst**, Principal, Charles River Associates
- **Nir Perry**, CEO & Founder, Cyberwrite

Malware: Out of Control?



Florence Levy
Cyber Insurance Adviser



Kevin Kirst
Charles River Associates



Nir Perry
Cyberwrite

The Digital Ecosystem: Managing your Supply Chain

The Digital Ecosystem



Susan Young
Senior Vice President
Marsh
Moderator

The Digital Ecosystem

- **Susan Young**, Senior Vice President, Marsh (Moderator)
- **Kirsten Bay**, Chairman, President and CEO, Cyber adAPT
- **Michael Phillips**, Claims Manager, Beazley

The Digital Ecosystem



**Susan Young
Marsh**

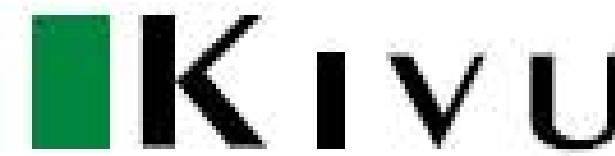


**Kirsten Bay
Cyber adAPT**



**Michael Phillips
Beazley**

Thanks to our Sponsors!

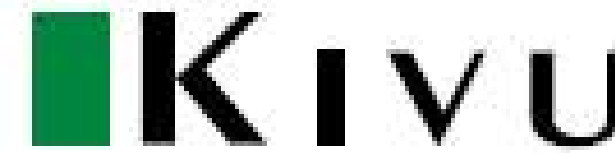


Conference Luncheon

Coming up next...

Successful Recovery: Follow the
Decision Tree

Thanks to our Sponsors!



Successful Recovery: Follow the Decision Tree

Successful Recovery: Follow the Decision Tree

Kimberly Holmes

Vice President, Health Care, Cyber
Liability & Emerging Risks
TDC Specialty Underwriters
Moderator



Successful Recovery: Follow the Decision Tree

- **Kimberly Holmes**, Vice President, Health Care, Cyber Liability & Emerging Risks, TDC Specialty Underwriters (Moderator)
- **Keith Fricke**, Partner, Principal Consultant, tw-Security
- **Jay Kramer**, Partner, Lewis Brisbois Bisgaard & Smith LLP
- **Anahi Santiago**, Chief Information Security Officer, Christiana Care Health System

Agenda

- **First 3-4 Critical Decisions To Be Made After a Non-Data Breach Event Causing Business Interruption**
- **How Things Can Go Well or.... Not So Well**
- **Best Practices for Responding to a Non-Data Breach Event**

Non-Data Breach Event Scenarios

- HVAC failure in area housing an organization's core router
- Overhead water pipe in server room takes out organization's financial system
- Hardware upgrade goes wrong, causing 3 days of downtime
- Helicopter approaching hospital landing pad crashes nearby, taking out power lines and blocking access to parts of campus

First Critical Decisions to Be Made:

- **When to call a “Downtime?”**
- **Initiating/Executing your Communications Plan both Internally and Externally**
- **Initiating/Executing Incident Command Center (Specific IRP)**

When to Call a Downtime?

Executing Internal & External Communications Plan

- **Establish a briefing schedule to set expectations**
- **Coordinate vehicles of communication so internal message is same as what media and other hear externally**

Executing Incident Command Center (Specific IRP)

- **Assuming first a Business Continuity Plan is in place...**
- **Validating what specifically happened**
- **Not immediately assuming a breach has occurred**

Reminder: Key IRP Steps

- **Detect**
- **Analyze**
- **Contain**
- **Eradicate**
- **Recover**
- **Post-incident activities /lessons learned**

Questions?

Kimberly.holmes@tdcspecialty.com

Keith.Fricke@Tw-security.com

Anahi.Santiago@ChristianaCare.org

Jay.Kramer@lewisbrisbois.com

Successful Recovery: Follow the Decision Tree



Kimberly Holmes
TDC Specialty Underwriters



Keith Fricke
tw-Security



Jay Kramer
Lewis Brisbois



Anahi Santiago
Christiana Care Health System

Total Cost of a Claim: How to Make the Most of your Recovery

Total Cost of a Claim



John J. Soughan
Principal
Dulles Cyber Advisors
Moderator

Total Cost of a Claim

- **John J. Soughan**, Principal, Dulles Cyber Advisors (Moderator)
- **Yelitza Dunham**, Partner, Winston & Strawn LLP
- **Joe Scarlato**, Partner, HSNO



TOTAL COST OF A CLAIM:

HOW TO MAKE THE MOST OF YOUR RECOVERY

HOW DO YOU MAXIMIZE RECOVERY FROM A NON-DATA BREACH
EVENT?

JOHN J. SOUGHAN, PRINCIPAL, DULLES CYBER ADVISORS (MODERATOR)

YELITZA DUNHAM, PARTNER, WINSTON & STRAWN LLP

JOE SCARLATO, PARTNER, HSNO

WHAT WE WILL DISCUSS

- HOW TO GATHER AND DOCUMENT LOSS INFORMATION
- HOW AND WHEN TO COMMUNICATE WITH THE CARRIER
- PROOF OF LOSS ISSUES
- THE ROLE OF FORENSIC ACCOUNTANTS
- HOW TO MEASURE BI/CBI LOSSES
- DEDUCTIBLES, WAITING PERIODS AND TIME-ELEMENT CLAIM ISSUES

TOTAL COST OF A CLAIM

- 2:30 pm - 2:35pm - Intro and Agenda - John
- 2:35 pm - 2:45pm - Intro to BI and extra expense - Yelitza & Joe
- 2:45 pm - 2:55pm - Specific questions
 - Difference between physical and non-physical damage 1st party claims
 - Differences between S&P and Property BI claims calculations
 - Subrogation and intra and inter company disputes - other coverages
- 2:55 pm - 3:00pm - Questions from the audience

Total Cost of a Claim



John J. Soughan
Dulles Cyber Advisors

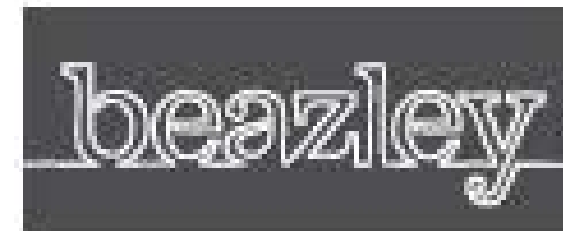
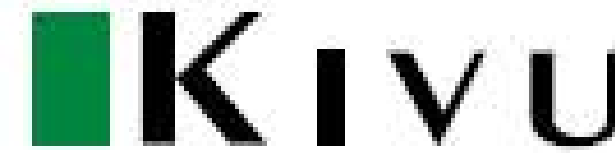


Yelitza Dunham
Winston & Strawn LLP



Joe Scarlato
HSNO

Thanks to our Sponsors!

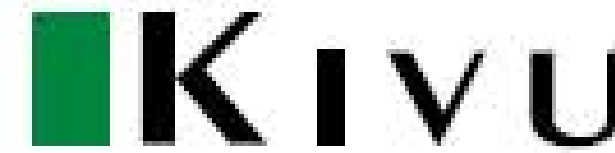


Afternoon Break

Coming up next...

Where does Cover Belong? Cyber
Gaps and Overlaps

Thanks to our Sponsors!



Where does Cover Belong? Cyber Gaps and Overlaps

Cyber Gaps and Overlaps



Garrett Koehn
Regional Director, Western US
CRC Insurance Group
Moderator

Cyber Gaps and Overlaps

- **Garrett Koehn**, Regional Director, Western US, CRC Insurance Group (Moderator)
- **Cherie Dawson**, Cyber Product Leader, AIG
- **Nick Graf**, Consulting Director of Information Security, CNA
- **Shiraz Saeed**, National Practice Leader Cyber Risk, Starr Companies

Cyber Gaps and Overlaps



Garrett Koehn
CRC Insurance Group



Cherie Dawson
AIG



Nick Graf
CNA



Shiraz Saeed
Starr Companies

The Cyber Hurricane

The Cyber Hurricane

Catherine Mulligan

Managing Director, Head of Cyber
AON Benfield
Moderator



The Cyber Hurricane

- **Catherine Mulligan**, Managing Director, Head of Cyber, AON Benfield (Moderator)
- **Steven Anderson**, Vice President, Product Executive – Privacy & Network Security Specialty Insurance, QBE
- **Kara Owens**, Global Head of Cyber Risk, TransRe
- **Scott Stransky**, Assistant Vice President & Principal Scientist, AIR Worldwide

Agenda

- Defining the problem and key terms
- Regulatory impact
- Capacity and coverage
- The modeler's view
- Alternative capital
- The changing landscape

Definitions

Silent Cyber and Silent Silent Cyber

PRA: Cyber exposure within ‘all risks’ and other liability insurance policies that have not excluded cyber risk. The PRA’s work found an almost universal exposure to cyber losses in what it terms as the ‘silent cyber risk’.

Example: NotPetya claims in traditional market

AIR: Silent cyber refers to any policy that doesn’t include or exclude cyber coverage, but silent silent cyber is the risk to noncyber policies that can be indirectly exacerbated by a cyber event

Example: Dallas siren example

Definitions

Clash

IRMI: Multiple claims from multiple insureds arising out of the same catastrophe. In some instances, multiple insureds file claims based on substantially similar policies. In other cases, a single insured files multiple claims based on more than one policy.

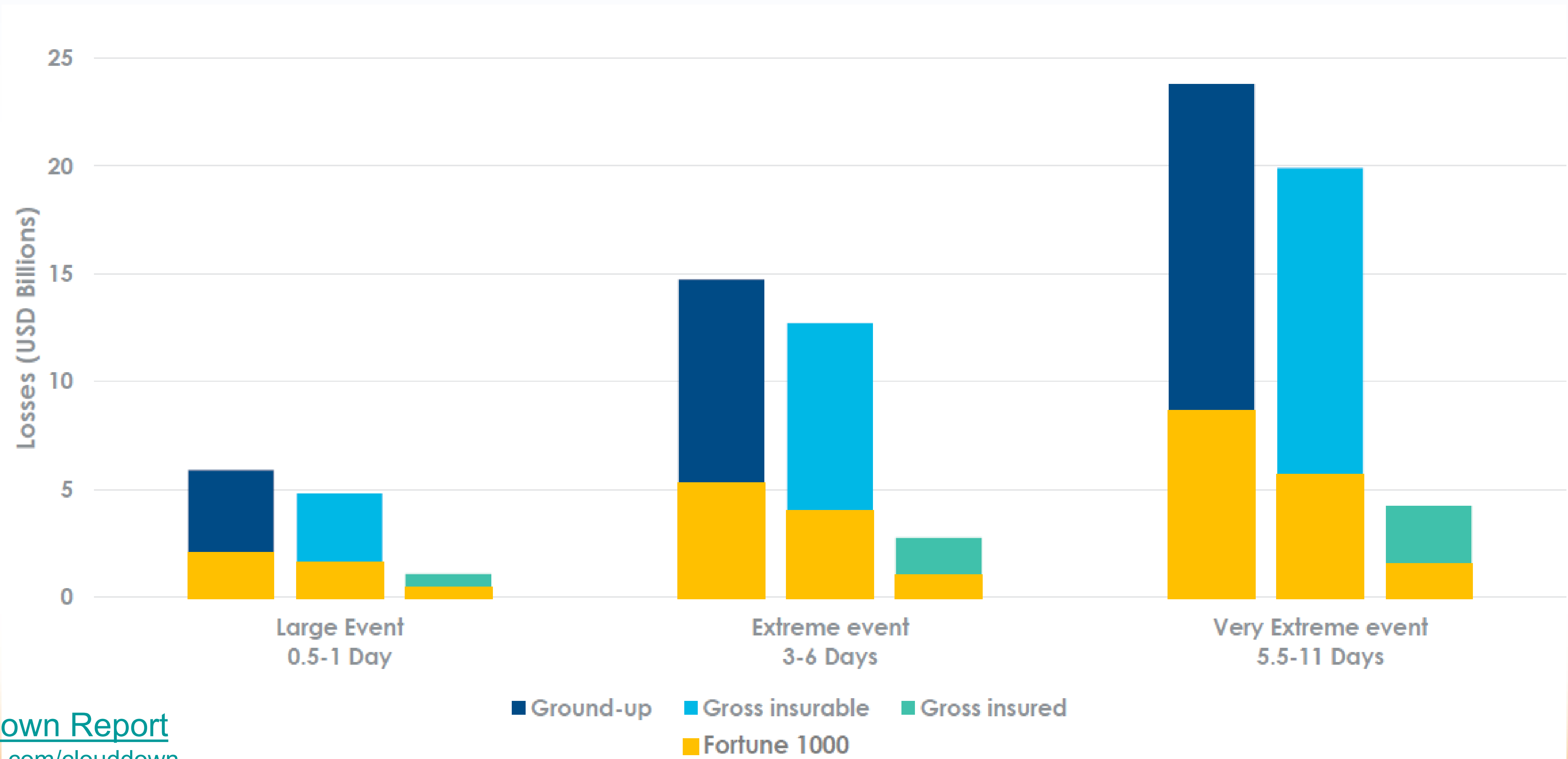
Example: Uber breach: D&O and Cyber policies potentially impacted

Single Entity Aggregation

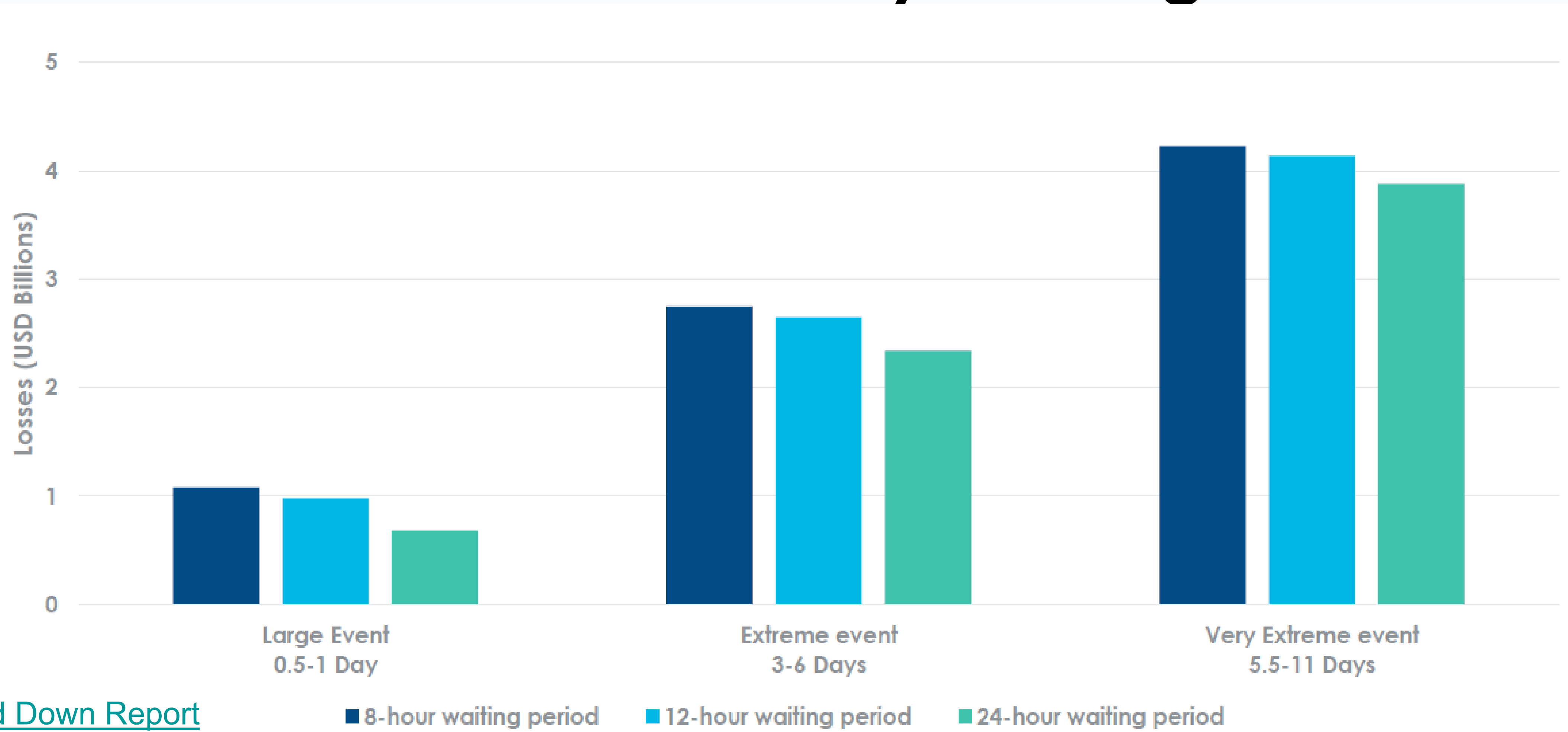
TransRe: Exposure to one underlying insured's policy from various cedants

Example: JP Morgan cyber tower

Total Industry Losses by Downtime Duration

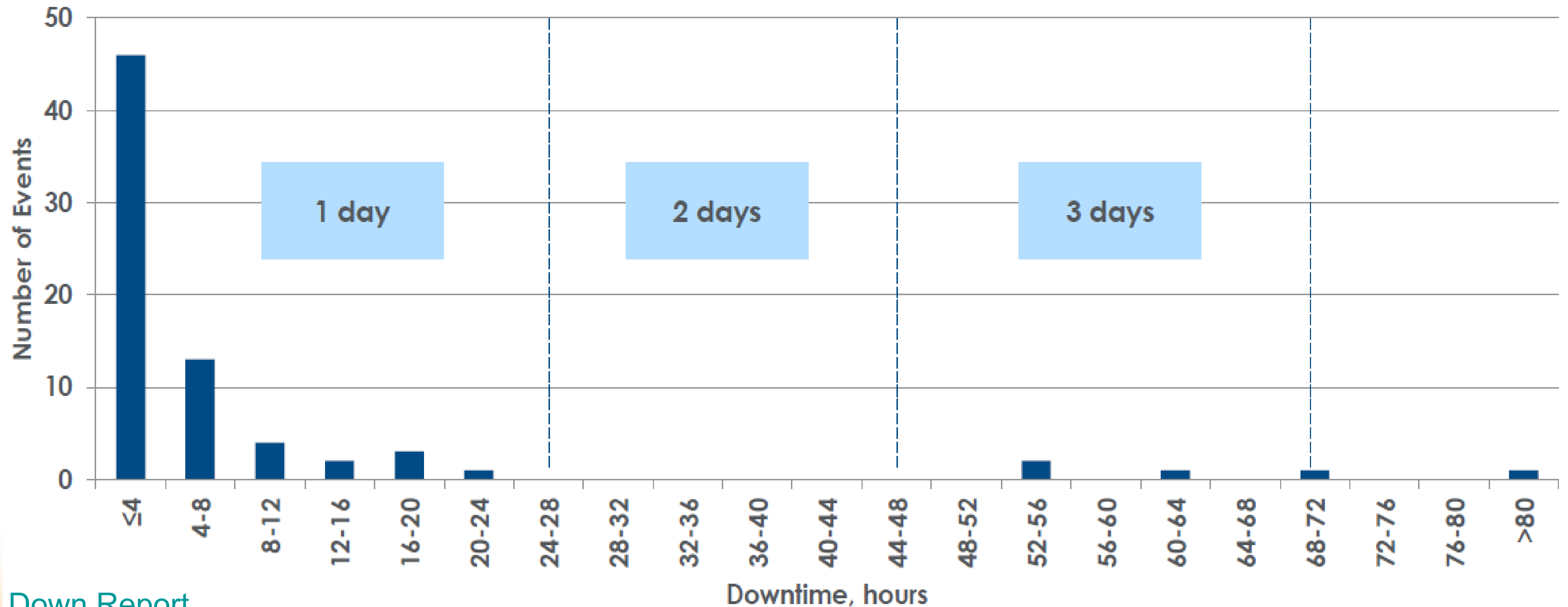


Gross Insured Losses by Waiting Period



Likelihood of a Cloud Downtime Event

Distribution of Historical Events



The Cyber Hurricane



Catherine Mulligan
AON Benfield



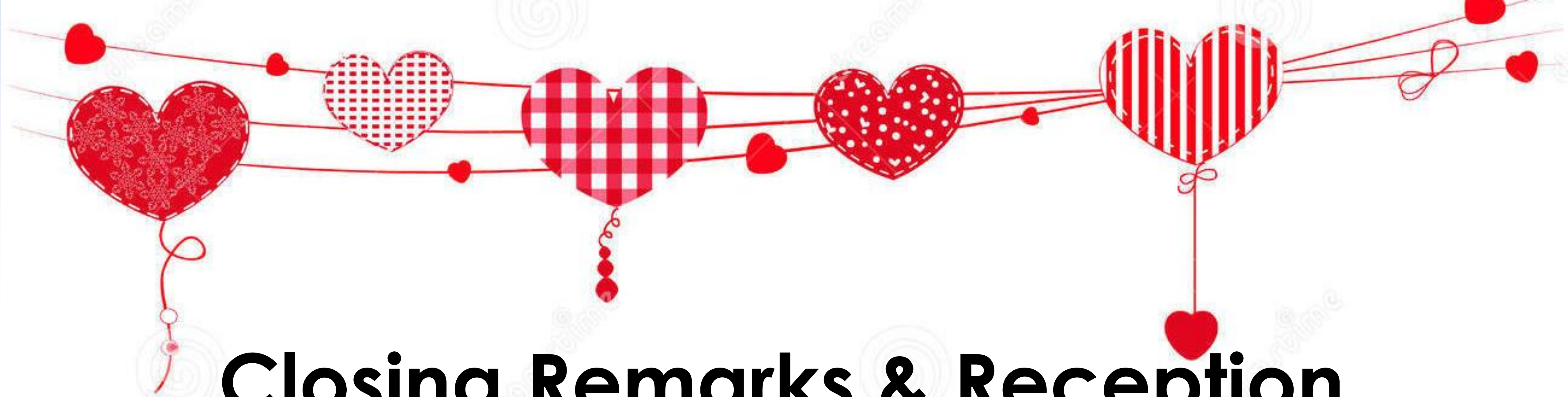
Steven Anderson
QBE



Kara Owens
TransRe

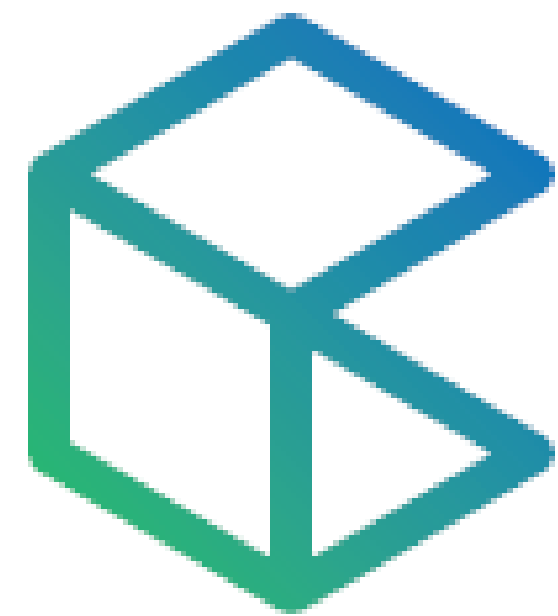


Scott Stransky
AIR Worldwide



Closing Remarks & Reception

Sponsored by:



CyberCube



Thanks to our Sponsors!

